A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

August 2, 1965

WORLD CUSTOMS DATA

Business Bulletins *from around the world*

BRITISH GUIANA—Interior, now accessible only by river, footpaths, or air, will be opened up through $5.5 million road construction loan from Agency for International Development (AID). Additional $1 million will be contributed by Government. Project provides for construction of two-lane 50-mile highway between Atkinson Airport, south of Georgetown, and Mackenzie, important agricultural, mining center. Road should have social, economic impact on country.

ETHIOPIA—Construction begins on new synthetic textile mill, which is to be equipped with 152 looms as well as dyeing, printing equipment. Initial capacity to be 2.5 million sq. yd. of dyed, printed fabrics, synthetics themselves being manufactured in Japan.

New brewery to be built at Sabata, near Addis Ababa. It will be known as Meta Abo Brewery; it will have capacity of 5 million liters a year. Part of brewery's equipment will be of U.S. origin.

FRANCE—Imports of U.S. goods during January-May 1965 declined to $463 million, drop of 7.5% below comparable period 1964. Imports from all sources aggregated $4,323 million, off .9% from first five months 1964.

Nord Aviation and Breguet announce agreement to cooperate in construction, development, sale of civil air transport aircraft, suitable for shuttle service on high density European routes. Agreement does not affect present production; is open to other companies.

GERMANY—General Electric Co., Schenectady, and Allgemeine Elektricitaets Gesellschaft (AEG), Frankfurt, to establish joint production plant for nuclear fuel elements, reactor parts at Grosswelzheim, Bavaria. New firm, Kernreaktorteile G.m.b.H. (KRT) to be initially capitalized at $2 million. GE will own 45% of company, AEG majority 55% share. Construction of plant expected to begin in near future, actual production scheduled to commence by end of 1966. New arrangement closely related to earlier agreements between the two firms which resulted in construction of first two German nuclear power plants at Kahl and Grundremmingen, Bavaria.

INDIA—Government announces that export licenses will again be granted for shipments of molasses, alcohol. Both products have been on prohibited list of exports for some time because of domestic market shortages. Export licenses can be obtained by applying to Chief Controller of Imports and Exports, Maulana Azad Rd., New Delhi, India. Minimum acceptable f.o.b. price for molasses is $15.75 per metric ton.

Tata Iron and Steel Co., Ltd., plans $378 million expansion program in private sector to increase steel ingot capacity from two million tons to four million tons annually during Fourth Five-Year Plan (April 1966 to April 1971). Company plans to submit its proposal to Government in near future; following approval, will start negotiations with lending institutions to finance certain phases of project.

IRAN—Pan-Alliance Corp., New York, to cooperate with Industrial and Mining Development Bank of Iran in establishing sheet glass plant in Qazvin. In addition to participating in equity capital of plant, Pan-Alliance to provide management, technical services for up to seven years. Bulk of required machinery, equipment will be supplied by General Glass Co., of Atlantic City, N.J.

MALAYSIA—Government commissions Arthur D. Little, Inc., to undertake industrial feasibility study costing $100,000. Firm will assign eight specialists to task which will take about eight months. Government hopes survey will help accelerate industrialization by informing industrialists of broad range of existing opportunities, providing feasibility studies of specific industries. Feasibility studies expected to be useful in attracting local, foreign investors in projects.

NETHERLANDS—Egg production currently running 25% below last year's levels. Poultry Board anticipates insufficient supply of eggs for domestic consumption next year.

SPAIN—Restrictions on repatriation of income earned prior to July 28, 1959, from investments made prior to that date by U.S. and Canadian interests eased. New regulations permit repatriation of up to 25% of individual or firm's blocked peseta balance (or full repatriation if amount does not exceed 10,000 pesetas), if such balances have been declared in accordance with circular of Aug. 11, 1964. Latter circular called for reporting of all pre-1959 balances within 90-day period from Aug. 13.

TRINIDAD—Construction of some 200 houses at cost of $1 million now underway as pilot project of $116 million housing project at Tacariqua. This new city near Port of Spain, being built by the Trinidad Development Corp., to house some 50,000 people in homes of all price ranges when completed. Corporation's manager asserted that demand for new homes exceeds supply.

Dockyard costing about $6 million scheduled for construction starting in January 1966, by Furness Smiths Dock Trinidad, Ltd. With plans for syncrolift dock and floating dock to accommodate vessels up to 530 ft., new dockyard will have repair facilities suitable for majority of vessels trading in Trinidad and Caribbean.

TUNISIA—$10 million AID loan agreement calls for financing of imports from U.S., including sulfur, reinforcing bars, tires, lubricants.

UNITED KINGDOM—Largest exhibition of U.S. furniture ever presented here to be shown next month at Ilford store of Harrison Gibson, Ltd., company which operates five retail furniture stores in U.K. Display of U.S. furniture to cover 15,000 sq. ft. Company plans to continue purchasing U.S. furniture to replace stock as it is sold.

Thomas Scott and Sons open first supermarket using punch-card shopping. Supermarket to use De La Rue Bull tabulating machines, rented to try out new system.

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Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on May 24, 1961.

the cover

World trade barriers can be as solid as a steel gate, as unyielding as a customs inspector, as complex as a whole library of tariff regulations. The international businessman must know what to expect in order to meet competition. To aid him in appraising his markets around the globe, INTERNATIONAL COMMERCE this week publishes a summary of the import tariff systems of about 120 foreign countries. It begins on page 2.

International Commerce

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August 2, 1965 — Volume 71, Number 31

Special Report

Import tariff systems of 120 countries

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World customs tariffs

Import tariff systems of about 120 countries summarized for world traders

Prepared in the
Office of International Regional Economics

The import tariff systems of about 120 foreign Governments are summarized in this article to aid the businessman in an initial survey of world markets.

The summary includes most countries other than those whose foreign trade is a Government monopoly conducted by governmental organizations.

Countries using either of two standard classification systems—the U.N. Standard International Trade Classification (SITC) or the Brussels nomenclature—in their tariff structures are identified by the designations "SITC" or "Brussels" immediately following the country name.

Although the Commerce Department does not make available in published form data on other countries' complete tariff schedules, the Office of International Regional Economics (OIRE) does report changes in individual countries' existing rates regularly in INTERNATIONAL COMMERCE—by listing the changes or indicating that details may be obtained from the Department.

Some schedules available

Where foreign countries' tariff schedules have been published abroad and are reasonably current, their availability including updating services is reported in the summary which follows. Lack of price data should be interpreted to mean that the publication may not be available for purchase. Prices are subject to change. The language in which each publication is written is indicated by its title, unless otherwise stated. English translations published in the foreign country are noted where available.

English translations of foreign-language tariff schedules are printed in the *International Customs Journal (Bulletin International des Douanes)* series published by the International Customs Tariffs Bureau in Brussels. This Bureau publishes in 5 languages the customs tariffs of most countries, at the expense of all treaty signatories including the United States. Although these publications cannot be purchased by private firms or individuals, copies and supplements are available for reference at Department of Commerce Field Offices or in the Office of International Regional Economics, Bureau of International Commerce (BIC), Washington.

The tariff rates quoted in the *Journal* are not necessarily as current as those listed in the original, native-language publications, especially those with looseleaf supplements; but it is useful in providing translations of the customs laws and tariff classifications. Supplements are issued from time to time.

Foreign countries' tariff systems, including consular documentation required, are outlined in more detail in the Commerce Department's Overseas Business Reports title, *"Foreign Trade Regulations of (country)."* Individual duty rates are not listed.

A Checklist of International Business Publications, showing for which countries the *Foreign Trade Regulations* title is available, is published by BIC every 6 months. Copies of the Checklist may be obtained through any Commerce Department Field Office or from the Sales and Distribution Section, U.S. Department of Commerce, Washington, D.C. 20230.

The designation CACM refers to the Central American Common Market, comprised of Costa Rica, El Salvador, Guatemala, Honduras, and Nicaragua. More than 95% of their tariff rates have been equalized in a common external tariff that follows the SITC nomenclature. Trade among themselves, with few exceptions, is relatively free. Duties are low on raw materials and essential imports, substantial on some consumer goods, and very high on luxury products and goods competitive with domestic production.

Arancel de Aduanas Centroamericano is issued by the Secretaria Permanente del Tratado General de Integracion Economica Centroamericana, Guatemala City. Manila bound, looseleaf, $10, it contains an index; explanatory notes; schedule of common rates, levied in U.S. dollars per unit of weight or measure, or ad valorem on the c.i.f. value, or both; schedules of rates to be integrated by April 28, 1969; schedules of individual country tariffs on items for which member nations have not yet established common rates; and schedule of export duties.

The designation LAFTA refers to the Latin American Free Trade Association, whose members are Argentina, Brazil, Chile, Colombia, Ecuador, Mexico, Paraguay, Peru, and Uruguay. Common list of tariff concessions, Acta de Negociacion de la Lista Comun, is a comparatively limited list of items on which member countries undertake to reduce duties to zero by 1972 when imported from each other. Individual lists of concessions, entitled *Lista Nacional de* (country), are issued annually by the Asociacion Latinoamericana de Libro Comercio, Montevideo, Uruguay.

Consolidated list of concessions granted by all LAFTA members, arranged by Brussels nomenclature, but useful mainly as a guide to commodities receiving concessions, is available from above address. The list contains an alphabetical index of commodities, and explanatory notes; 461 pp., $8.

Argentina. Tariff revision, with Brussels nomenclature, to become effective about October 1, 1965. Title, publisher, and cost of new tariff not yet available. Imports generally are dutiable at rates ranging from 25% to 230%, c.i.f. value. Most consumer-type luxury goods currently are prohibited importation.

Bolivia. Brussels. Import duties generally are not prohibitive or protective. Additional import taxes range from 0-13% of the value of the import. Low duty rates and in some cases duty-free entry apply to items for use in Bolivia's mining industry and agriculture and to other capital goods required for economic development.

Arancel de Importacion (Executive Decree No. 05789, dated May 8, 1961). *Anexo al Arancel de Importacion* (Executive Decree No. 6188, dated August 24, 1962). Includes duty rates, specific and ad valorem, sales tax and most other import restrictions and sanitary regulations. Ministerio de Hacienda y Estadistica, La Paz.

Brazil. Brussels. Import tariff rates are mostly ad valorem and range generally from 2 to 150%. Duty may be raised 30% to protect similar domestic goods. In addition, most imports are subject to a surtax of 5% of c.i.f. value, consumption tax ranging from 4 to 30% of duty paid value, and exchange surcharge of 10% of cost of exchange contract (not refundable). Most imports require a 50% prior deposit, exchanged after 30 days for 180-day noninterest bearing notes issued by the Bank of Brazil. Preferential duty and surcharge rates are granted specified imports from LAFTA member countries.

Manual De Atualizacao Da Tarifa Das Afandegas, in Portuguese, dated Rio de Janeiro, 1964. Contains introductory notes, index; serviced by revised loose-leaf pages. Rua Visconde de Inhauma, 58, Caixa Postal 1304—GB, Rio de Janeiro.

British dependencies. Tariffs have 2 schedules—general applied to U.S. goods, preferential to Commonwealth goods. Lower preferential schedule and surtax give Commonwealth goods, with exceptions, average rough percent ad valorem trade advantage as follows: 10-20 in British Guiana (SITC); 10-12 in British Honduras, Barbados (SITC), Bahamas; 5-10 in Leeward and Windward Islands (some of the islands use SITC); 4-5 in British Virgin and Turks and Caicos Islands; 2½ in Bermuda; and none in Cayman Islands.

For some of the British Western Hemisphere dependencies, pertinent information about import tariff publications follows:

Bahamas: Import Tariff Act 1959 includes regulations regarding importation, import duties, exemptions from import duties, export duties and prohibited imports. Available from Comptroller of Customs, Nassau, Bahamas, for a moderate price. Changes published in Official Gazette prepared in Nassau and obtainable for US$5 annually.

Barbados: Combined Customs Tariff and Trade Classification List with Supplement, 1960, includes import duties, exemptions from duty, surtax, package tax and excise duties. Obtainable from Government Printing Office, Bridgetown, Barbados for $0.59. Changes published in Official Gazette also obtainable from same source at about $5 annually.

Bermuda: Customs Tariff Act, issued annually, contains customs regulations, import duties, surtax, export duties and goods not subject to refund or drawback of duty. Obtainable from Secretary to Currency and Exchange Control Board and Bermuda Supplies Commission, Hamilton. Cost is moderate. Changes made only in annual revision.

Canada. Customs tariff is protective and 3-column. Goods from United States are accorded most-favored-nation or middle rates. The lowest, or preferential rates, are reserved for the United Kingdom and other British Commonwealth countries; the highest, or general rates, apply to countries with which Canada has no treaty or trade agreement.

Duties on imports from United States and other m-f-n countries generally are in the 17½-25% range for most manufactured items which compete with Canadian production. Raw or partly processed materials and production equipment, including machinery of a kind not made in Canada, are subject to lower rates and some of them enter free.

A wide range of goods is subject to an 11% sales tax and certain consumer goods are subject, in addition, to special excise taxes. Goods produced or manufactured in Canada, however, are also subject to these levies. Drawbacks of duties and taxes are granted on dutiable materials which enter into production of Canadian export items.

McGoldrick's *Handbook of the Canadian Customs Tariff and Excise Duties* includes alphabetical listing of rates by commodities, also the tariff after the official style with extracts from the Customs Act, important Customs Memoranda, sales and excise taxes, documentation requirements and trade agreements. Issued annually by McMullin Publishers, Ltd., 417 St. Peter St., Montreal. C$10 ($9.30) plus postage.

The Customs Tariff is the official tariff published by the Canadian Department of National Revenue. A loose-leaf consolidation showing rate schedule, with Customs Tariff Act, index to commodities and index to Regulations and Instructions in spring binder with index tabs. Up to date but without amending service C$10 ($9.30). With loose-leaf amending service C$15 ($13.95) annually. Queen's Printer, Ottawa, Ontario, Canada. Checks or money orders should be made payable to Receiver General of Canada.

Chile. Basic duties are low on goods essential for economic development and those not sufficiently available in Chile, such as certain foodstuffs, construction materials, machinery and parts and accessories, raw materials, and goods directly intended for agriculture, mining, or manufacturing industries. Goods not appearing on a relatively selective list of permitted imports are prohibited. Permitted imports are subject to basic duties, additional taxes, and surcharges. Surcharge rates alone range up to 350% of c.i.f. value, with corresponding prior deposits in some cases as high as 10,000% of c.i.f. value. Some prohibited goods may be imported into the free zones of Arica, Magallanes, Aysen, and Chiloe. Preferential tariff rates are granted to specified imports from LAFTA member countries.

Arancel Aduanero 1952 (official 9th ed.). Includes import and export duty rates, taxes, customs rulings and interpretations, special regimes, treaties and conventions, sanitary regulations, and other import restrictions. Imprenta y Litografia Universo, S.A., Valparaiso, Chile. 1959 ed., $17.13.

Colombia. Brussels. Food items and most consumer goods, especially those competing with domestic production, are dutiable at high rates. Raw materials, many semiprocessed and processed goods, as well as machinery and equipment, medicines, pharmaceuticals, and other essential products not produced domestically enjoy relatively lower duties, although these were raised somewhat in tariff revision of December 31, 1964. Prior import deposits range from 1 to 500% f.o.b. Preferential rates granted imports of specified products from other LAFTA countries.

Nuevo Arancel de Aduanas de Colombia is a loose-leaf edition containing import duty rates only for merchandise entering Colombia. Legislacion Economica, Ltda., Direccion y Administracion: Edificio de Seguros, Avenida Jimenez No. 8-49, Oficinas 201 a 205. Apartado aereo, 8646, Bogota.

Costa Rica. See Central American Common Market, at beginning of this section.

Ecuador. Duties on consumer type goods are substantial; rates on raw materials, machinery, industrial equipment, and parts are moderate, although raised somewhat in the new tariff law, promulgated in April 1965. Revised tariff incorporates surtaxes and other additional charges previously assessed. Preferential rates granted imports of specified products from other LAFTA countries.

Ley Arancelaria y Arancel de Importacion (Supreme Decree No. 746, April 2, 1965), published in the Registro Oficial, April 6, 1965. Price and availability for purchase unknown.

El Salvador. See Central American Common Market, at beginning of this section.

Guatemala. See Central American Common Market, at beginning of this section.

Haiti. Brussels. Tariff has minimum duties (those appearing in the tariff) which apply to all countries granting most-favored-nation treatment to Haiti; conventional duties which apply to imports from countries with which Haiti has signed bilateral trade agreements as well as from the signatories of GATT; and maximum duties, amounting to twice the minimum tariff, which apply to imports from countries not included above.

Rates are specific, ad valorem, or a combination of the two, and range generally from 10-55% ad valorem. A luxury surtax of 4 or 6% ad valorem is collected on a wide range of products. A tax of 5% of the c.i.f. value is levied on many foodstuffs.

Excise taxes are collected on imported alcoholic beverages, cigarettes, petroleum derivatives and motor vehicles. Certain specialty goods imported for sale to tourists are exempt from ordinary customs duty and are subject only to a special tax of 5% ad valorem.

Tarif Douanier was published as a supplement to *Le Moniteur* (Official Journal of the Republic of Haiti), October 2, 1961. Contains only limited information as to import restrictions or other trade controls.

Honduras. See Central American Common Market, at beginning of this section.

Jamaica. SITC. Tariff has 2 schedules, with preferential applied to Commonwealth goods generally about 5% ad valorem below general applied to U.S. goods except 10% below on textile and metal manufactures. Normal tariff moderate despite use for revenue purposes. Low duties on raw materials, exemptions from duties on capital equipment and

high duties on competing imports to aid agricultural, processing, textile and light-metal manufacturing industries plus transport and utilities enterprises. High duties on consumer luxuries and durables.

Mexico. New tariff, based on Brussels nomenclature, adopted November 1964. High duties apply on most consumer and luxury-type goods and on products made locally. Over 75% of imports by value also are subject to requirement of prior license. Tariff rates are levied in pesos per unit of weight or measure, with an additional ad valorem duty based either upon the invoice value or an official valuation, whichever is higher. Preferential rates are granted specified imports from other LAFTA countries.

Nueva Tarifa del Impuesto General de Importacion (Reestructurada), 1965, in 4 volumes, loose-leaf. Includes rules for application of the tariff, import controls, and various other special regulations, as well as LAFTA concessions. Informacion Aduanera de Mexico, S.A., Avenida Amores 1544, Mexico 12, D. F. $50 per 4-vol. set, plus $20 for loose-leaf replacement service.

Netherlands Antilles. Tariff rates generally low, ranging from 4.5% to 14%; rates on a few luxury items up to 55%. Concessions bound under GATT are extended to imports from all signatory countries. A pro forma license, issued by the Foreign Exchange Board is required for all imports except (1) those from the Netherlands, the United Kingdom, Surinam, the British and French West Indies, British Guiana and French Guiana, and (2) a specified list of essential goods imported from the dollar countries of North, Central and South America.

Nicaragua. See Central American Common Market, at beginning of this section.

Panama. SITC. High import duties apply to a few items, including those produced domestically such as tobacco and tobacco products, leather goods, a few food items such as dairy products, some paper and paperboard items and clothing. Goods subject to relatively low duties or free entry are: raw materials, many semiprocessed and processed goods as well as machinery, medicines, pharmaceuticals and other essential products. No import surcharges.

Paraguay. Most import items are subject to both specific and ad valorem duties, and many nonessential items are subject to a prior deposit of 100% of f.o.b. value as well. Specific duties are not prohibitively high, but are supplemented by an additional tax of 15% of c.i.f. value and a sales tax of up to 10% of c.i.f. value. Imports are also subject to a foreign exchange surcharge of 30% of c.i.f. value and a consular fee of 5% of the f.o.b. value.

Peru. Brussels. Duties are assessed on both specific and ad valorem basis. Ad valorem rates range generally from 20% to 50% of c.i.f. value (although running as high as 180%). There is a surtax of 4% of ocean freight charges. Reduced duties are granted to specified imports from LAFTA members. GATT concessions have been suspended pending renegotiation on the basis of the new tariff schedule.

Arancel de Aduanas, loose-leaf edition, Imprinta Ministerio de Hacienda y Comercio, Lima, $11.25, including one year's subscription to loose-leaf service.

Surinam. Rates of duty relatively moderate and generally range from 5-60% ad valorem, with most duties falling between 10 and 40%. Conventional rates granted under GATT apply to imports from U.S. and other countries enjoying most-favored-nation treatment. Exports of mineral products dutiable at 6.6% ad valorem.

Trinidad and Tobago. SITC. Tariff has 2 schedules, with preferential applied to Commonwealth goods generally about 10% ad valorem below general applied to U.S. goods. Normal duty moderate despite use of tariff for revenue purposes. Low duties on raw materials, exemptions from duties on capital equipment and high duties on competing imports to aid agricultural, processing, textiles and light-metal manufacturing industries plus transport and utilities enterprises. Also, low duties on noncompeting foodstuffs but high duties on other foodstuffs and consumer durables.

Schedules of Import Duties and Exemptions from Duties Imposed under Customs Ordinance, Ch. 32, No. 2 (dated April 6, 1962) contains import duties and exemptions from them. Government Printing Office, Port of Spain, Trinidad, about US$0.62. Changes published in Trinidad and Tobago Gazette prepared at same location, $10.62 a year.

Uruguay. Most import items are subject to ad valorem duties based on fixed customs valuations, called aforos. Some items are also subject to specific duties. Almost all items are subject to a port-handling fee, to an increase of 50% of the combined duties and port-handling fee, and to a surtax of 1% of the sum of customs duties and charges.

Nonessential imports are subject to a foreign-exchange surcharge of from 30% to 300%, the latter figure being applicable only to automobiles and automotive goods. Where exchange surcharges of 150% or more apply, prior deposit of 200% of c.i.f. value is required.

Venezuela. SITC. Duties on consumer goods and goods competing with domestic production are high. Raw materials, semifabricated products, machinery and equipment for industries enjoy relatively low rates of duties, as do essential foods and pharmaceutical products not produced locally. The Supplemental United States—Venezuelan Reciprocal Agreement of 1952 provides for mutual most-favored-nation treatment for imports of contracting parties. Ad valorem surcharges applied in case of few products but bulk of all imports subject to single import duty, and consular fee ranging from 2 to 3.5%.

Arancel de Aduanas includes import tariff schedule, list of commodities subject to prior import licenses, list of commodities which may be imported at controlled free rate of exchange, exchange regulations, the United States—Venezuela Trade Agreement and other information useful to importers in Spanish and English. Published in looseleaf form and notices of all changes and amendments are mailed to subscribers. Price of complete service reported in 1960 at $60 a year. W. Poulsen, Veroes A. Jesuitas, 31-1, Aptdo. 3434, Caracas.

The designations EEC and EFTA refer to European Economic Community, whose full members are Belgium, France, Germany (Federal Republic), Italy, Luxembourg and the Netherlands (Greece is an associate member); and European Free Trade Association, whose full members are Austria, Denmark, Norway, Portugal, Sweden, Switzerland and United Kingdom (Finland is an associate member).

EEC countries are adjusting their individual national duty rates to the rates of the Common External Tariff (CXT). CXT rates are scheduled to be applied to imports from non-EEC countries in July 1967 by all six of the EEC countries. Rates are low for raw materials, moderate for semifinished goods and machinery, and relatively high for agricultural and certain finished products. Internally, EEC countries are eliminating duties on trade among themselves. To date, internal rates have been cut 70%; a further 10% reduction is scheduled for Jan. 1966; a final 20% reduction is scheduled for July 1967.

Tarif Douanier des Communautes Europeenes, July 1963, is a looseleaf edition containing CXT duty rates as well as reductions and suspensions of these rates. Write: Information Service of the EEC, Farragut Bldg., Washington, D.C. Copies of basic document plus periodic supplements, $15.

General Agreement on Tariffs and Trade; Analysis of United States Negotiations, Vol. IV; is an unofficial translation of the CXT showing originally established rates of duty and revisions resulting from

concessions granted in the 1960-61 tariff negotiations. Department of State publication, available from Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., $1.

EFTA countries are eliminating duties on trade among themselves. Unlike EEC, however, EFTA countries will retain their individual national duty rates on imports from non-EFTA countries. To date, duties on internal EFTA trade have been reduced by 70%. A further 10% cut is scheduled for Dec. 31, 1965; a final 20% cut, for Dec. 31, 1966.

Austria. Brussels. Ad valorem duty rates apply to most positions. Rates range from 0 to 10% for raw materials, semifinished goods up to 20% and finished products to 40%. For anticyclical reasons, voluntary reductions of 10%, sometimes more, extended to large number of nonagricultural items. Preferential reductions extended to industrial and certain other goods originating in other EFTA member states.

Bundesgesetzblatt fuer die Republik Oesterreich contains all present customs duties and turnover equalization taxes. Vertriebsabteilung der Oesterreichischen Staatsdruckerei, Rennweg 12a, Vienna III. Yearly foreign subscription price is AS150 ($5.80) for 1,800 pages. *Oesterreichischer Gebrauchs-Zolltarif,* looseleaf edition listing customs duties and supplementary sections of laws relative to custom valuation, tare tariff and turnover equalization tax, is published by Zoll-und Steuernachrichten, 148a Landstrasser Hauptstrasse, Vienna III. AS240 ($9.30). Annual supplements to this publication are priced at AS100 ($3.90).

Belgium. Brussels. Has common tariff with Benelux partners, the Netherlands and Luxembourg. Duties, generally low for raw materials, moderate for semifinished products and industrial machinery and substantial for some finished products, especially wearing apparel and other consumer goods. Duties change infrequently, usually in accordance with schedule under EEC Treaty. Preferential treatment accorded certain products, mainly agricultural, from Republic of the Congo (Leopoldville), Rwanda, Burundi and Dutch overseas territories, also to all products from EEC countries outside Benelux.

Tarif des Droits d'Entree, des Taxes de Transmission des Droite d'Accise et de Regime des Licenses, 1965, a looseleaf publication in one volume, includes import duty rates, excise duties, transmission taxes, licensing and similar restrictions. Editorial Office, 2 rue des General Thys, Brussels 5. 895 francs ($17.90) for the volume; additional charge for replacement sheets.

Nomenclature Douaniere des Marchandises, 1964, is a looseleaf publication, containing alphabetical index of Benelux Customs Tariff. Editorial Office, 9 rue St. Bernard, Brussels. 350 francs ($7); replacements, 3 francs ($0.06) a sheet, billed quarterly.

Denmark. Brussels. Low tariff country with many commodities entering free of duty. Duty rates range from free to about 20% ad valorem. Most clothing items have a duty of 22.5%, and majority of machinery products have a duty range from 5 to about 12%. Denmark grants preferential tariff treatment for industrial and certain other goods originating in other EFTA countries.

Lovtidende A 1965 NR. 1 contains Law No. 1 of January 7, 1965. Includes import duty rates applicable to all countries with a separate column showing special reduction rates of duty for the EFTA countries. Inquire of J. H. Schultz A/S, Copenhagen.

Finland. Brussels. Maintains rates of less than 20% ad valorem on majority of goods. Most industrial raw materials enter duty free; certain wearing apparel subject to 40% rates. Chief domestic agricultural products are protected by a system of agricultural fees. Finland grants preferential tariff treatment to industrial and certain other goods originating in EFTA full-member countries.

Finlands Tulltariff (in Swedish) same as *Suomen Tullitariffi* (in Finnish). About $6. Includes import duty rates, turnover tax (when applicable) and licensing status. Statens Publikationsbyra, Annegatan 44, Helsinki.

France. Brussels. Import duties are not excessive. With a few exceptions, duties on agricultural products range from free to 26% ad valorem. Most industrial raw materials may enter either duty free or at a very low rate. Import tariffs for industrial products range from about 8.5 to 20% ad valorem.

"Minimum" duty rates granted to nations enjoying most-favored-nation treatment including U.S. preferential tariff reduction is accorded on industrial products originating from other EEC member countries. Certain members of franc zone consisting of former and present French overseas areas receive preferential treatment which accords duty-free entry.

Tarif Douanier Francais Utilitaire includes import duty rates, taxes, licensing status and most other import restrictions, and sanitary regulations. Encyclopedie Douaniers, 43 rue du Colise, Paris (8). About $90 a year for looseleaf edition. Price includes supplying of notices of all changes and amendments to duty rates enacted during year.

Germany, Federal Republic of, including **West Berlin.** Brussels. Tariffs low in past, increasing in line with EEC obligations. Present tariffs 0 to 10% for raw materials, up to 18% for semi-finished items and 25% for finished goods. Tariffs and EEC levies high for some agricultural items. Some items subject to specific duties. Reductions granted EEC members.

All present customs duties as well as the proposed Common External Tariff and the turnover equalization tax are published in the *Bundesgesetzblatt,* obtainable from the Bundesanzeiger Verlagsges mbh, Bonn. Subscription price, quarterly, DM5 ($1.25). A looseleaf edition issued by the Minister of Finance, *Deutscher Gebrauchs-Zolltarif,* is available from Verlag des Bundesanzeigers, Breite Strasse (Pressehaus), Cologne. Loose leaves are issued, as appropriate, to update the basic tariff book.

Greece. Brussels. Except for raw materials, machinery and equipment, import duties are generally high, especially on textile products, agricultural products and consumer durable goods. In accordance with the provisions of the Greek-EEC Association Agreement, effective Nov. 1, 1962, Greece has reduced its import duty rates vis-a-vis EEC member countries by 20% for agricultural commodities and by 10% for manufactured goods. Greek import duties on products from the EEC will be gradually reduced to zero over a period of 22 years for manufactured goods and 12 years for agricultural commodities.

Damologion, 1960, includes import duties. $3.33 a copy payable to National Printing Office, Ministry of Finance, Athens.

Iceland. Brussels. This recently introduced tariff nomenclature unifies a complicated system of import charges and eliminates excessively high duties. Nevertheless, many tariff rates, both for fiscal and protective reasons, still remain high, while others, especially on basic necessities and materials for agriculture and fishing, are low or nonexistent.

English translation of the schedule entitled *The Customs Tariff of Iceland* can be obtained from Felagsprentsmidjan Ltd., Reykjavik.

Ireland. Brussels. Tariff rates on many chemical products and raw materials are low, but duties on most other products tend to be very high and change infrequently. Tariff exemptions are often granted for industrial goods not locally available. Two types of preferential tariff treatment granted, one to the United Kingdom and Canada, the other to other Commonwealth countries. These lower preferential rates apply only to certain selected products and are generally 30% of the full rate.

Customs and Excise Tariff includes customs and excise duties, general summary of restrictions and prohibitions of imports and exports. Government Publication Sale Office, G.P.O. Arcade, Dublin. 3s. ($0.42) interleaved copies 3/6 ($0.49) a year. Amendments to tariff are issued from time to time and may be obtained free of charge.

Italy. Brussels. A relatively high-duty EEC country except that certain needed raw materials enter free or at low duties. However, since 1957 duties have been reduced to EEC countries, in stages, and smaller but substantial reductions have been made also to the U.S. and other non-EEC countries. Practically all rates ad valorem. No customs surtaxes.

Tariffa dei Dazi Doganali di Importazione della Repubblica Italiana, 1962. Istituto Poligrafico dello Stato, Libreria dello Stato, Rome; 8,000 lire ($12.89). Changes in the tariff are listed periodically in modification sheets (foglio di modificazione). *Foglio di Modificazione, N. 1* and *N. 2,* available for 400 lire ($0.64), and 1,200 lire ($1.94), respectively.

Luxembourg. Brussels. Has common tariff with Benelux partners, Belgium and the Netherlands. Duties, generally low for raw materials, moderate for semifinished products and industrial machinery and substantial for some finished products, especially wearing apparel and other consumer goods. Duties change infrequently, usually in accordance with schedule under EEC Treaty. Preferential treatment accorded certain products, mainly agricultural, from Republic of the Congo (Leopoldville), Rwanda, Burundi and Dutch overseas territories; also to EEC countries outside Benelux.

The Luxembourg version of the Benelux tariff is published in the Grand Duchy's official gazette, *Mémorial,* and not as a separate publication. Changes in the tariff are also published in *Mémorial* as they occur. Imprimerie de la Cour Victor Buck, Luxembourg City. Issued weekly or more frequently as circumstances warrant.

Malta. Brussels. Duty rates generally high for furniture, textiles, leather goods, and luxury items but usually low or nonexistent on chemicals, raw materials, and necessities. Preferential treatment is accorded to British Commonwealth countries.

Netherlands. Brussels. Has common tariff with Benelux partners, Belgium and Luxembourg. Duties, generally low for raw materials, moderate for semifinished products and industrial machinery and substantial for some finished products, especially wearing apparel and other consumer goods. Duties change infrequently, usually in accordance with schedule under EEC Treaty. Preferential treatment accorded certain products, mainly agricultural, from Republic of Congo (Leopoldville), Rwanda, Burundi, and Dutch overseas territories; also the EEC countries outside Benelux.

Tarief Van Invoerrechten, 1964, contains import duty rates, turnover tax rates, licensing regulations, and explanatory notes to the tariff. Looseleaf, in 4 volumes. N. V. uitgevers-maatschappij AE. E. Kluwer, Deventer-Antwerpen.

Belasting Hefling Bij Invoer, 1964, contains detailed information on various taxes levied on imports. Looseleaf, in 2 volumes. N.V. uitgevers-maatschappij AE. E. Kluwer, Deventer-Antwerpen.

In- En Uitvoerniews, 1964 (import and export news) is a monthly publication of recently enacted import and export regulations, including duties, taxes, quotas and similar subjects. N.V. uitgevers-maatschappij AE. E. Kluwer, Deventer-Antwerpen. 40 guilders ($11.08) a year; binding 1.85 guilders ($0.51).

Norway. Brussels. A moderate tariff country. Raw materials essential to agriculture and industry enter duty free. Duties on industrial products run as high as 30%. Certain machinery of a type not produced in Norway are often given preferential tariff treatment. Chief domestic agricultural products receive tariff protection. Preferential tariff treatment is granted most industrial and certain other goods originating in EFTA member countries.

Norwegian customs tariff *Tolltariff,* about $6, includes tariff schedule, import and export regulations, excerpts from basic tariff regulations, licensing status and import and export free list areas. A/S Bokcentralen, Oslo.

Portugal. Brussels. A generally high duty tariff, with both minimum and maximum rate schedules. Rates are generally specific. Imports of most goods from EFTA are dutiable at 30% to 70% of minimum schedule.

Panta dos Direitos de Importacao, published by Imprensa Nacional de Lisboa, 1959, contains import duties. A number of changes have been made, most of which have been incorporated in Supplement Nos. 1, 2 and 3 of the International Customs Journal, Portugal, No. 9 (8th ed.), Dec. 1960.

Spain. Brussels. High-duty tariff, almost all rates ad valorem. Many lower rates, called transistory duties, are temporarily in effect for anti-inflationary reasons. It is a single-column tariff so that the same rates are applicable to imports of all origins. There is a compensatory import tax on imports which is the equivalent of sales and other taxes paid on domestic goods.

Arancel de Aduanes Y Otras Disposiciones Basicas References Al Comercio Exterior, Edicion Oficial 1965, published by the Ministry of Commerce, contains import duties, taxes, and other trade regulations information. 470 pesetas ($7.83) a year with supplement sheets.

Sweden. Brussels. A low tariff country. Raw materials essential to agriculture and industry enter duty free. Duties on manufactured goods run as high as 20% for certain textiles and textile products. Chief domestic agricultural products are protected by a system of agricultural fees. Preferential tariff treatment is granted industrial and certain other goods originating in EFTA member countries.

Swedish customs tariff *Tulltaxa* includes import and export regulations, basic excerpts from the customs law, section on special taxes applied on imports. P. A. Nordstedt & Soners Forlag, Stockholm. About $8. Also, a looseleaf edition entitled *Tullverkets Forfattnings-handbocker 1:1* contains basically the same information.

Switzerland. Brussels. Import duties are moderate. Preferential duty treatment granted to GATT members including the United States, and those countries with which bilateral trade agreements have been concluded. Switzerland grants a preferential tariff reduction on import of industrial products and certain other goods from EFTA member countries.

Tarif d'Usage des Douanes Suisses, about $10, a looseleaf edition, includes duty rates, taxes, licensing status and sanitary requirements. Direction Generale des Douanes, Bern.

United Kingdom. Brussels. Duties on raw materials are low. On finished products, most duties range from moderate to high. Consumer products generally are dutiable at a high rate. Tariff rates do not change frequently, except for periodic reductions to members of EFTA. Two types of preferential treatment granted, one to Commonwealth members, the other to EFTA countries. Commonwealth products generally enter the United Kingdom free of duty. Temporary surcharge of 10% levied on c.i.f. value of most imports from all countries.

H. M. Customs & Excise Tariff of the United Kingdom of Great Britain & Northern Ireland includes import duty rates, excise taxes and a general summary of import and export restrictions and prohibitions. H. M. Stationery Office, 423 Oxford St., London, W.1. £4 15s. 0d. ($13.30) a year for looseleaf edition, payable to H. M. Stationery Office. Price includes all changes and amendments to duty rates enacted during year. Price without amendments is £2 7s. 6d. ($6.65).

Yugoslavia. Brussels. Tariff, generally high-duty and entirely ad valorem, has a general and a preferential schedule.

Most recent tariff published in the Official Gazette of the Social Federal Republic of Yugoslavia No. 5, 1/29/64, pages 81 to 163 (Sluzbeni List, Kraljevica Marka 9, Belgrade). No bound edition available.

The designations UDE and WACU, below, refer to the Equatorial Customs Union, whose members are Central African Republic, Chad, Congo (Brazzaville) and Gabon; and West African Customs Union, whose members are Dahomey, Ivory Coast, Mali, Mauritania, Niger, Senegal and Upper Volta.

Algeria. Brussels. Four-column customs tariff: Column One, with lowest rates, applies to France; Column Two, with higher rates, applies to the other 5 EEC countries; Column Three, with still higher rates, applies to countries affording most-favored-nation treatment to Algeria, including the U.S.; Column Four, with maximum rates, applies to all other countries but is seldom used. Duties on U.S. goods average from 3 to 42%, depending on whether they are deemed essential or luxury items. A production tax and a luxury tax are levied on certain imports in addition to miscellaneous customs surcharges.

Tarif des Droits de Douanes, d'Importation. Looseleaf edition includes import duty rates and taxes. Aug. 1963. Imprimerie Officielle de l'Algerie, 9, rue Trollier, Algiers.

Angola. Brussels. One-column tariff with import duties applied equally to goods from all countries, except those goods from Portugal and its overseas Provinces (of which Angola is a member) which benefit from lower or preferential rates. Duties are either specific (based on weight, quantity, etc.) or ad valorem (averaging between 1 and 30%). Additional import taxes are a surtax ranging from 1.5 to 90%—imports from the Portuguese Metropole are taxed 50% less—and other excise and miscellaneous taxes.

Boletim Oficial de Angola—Suplemento, Jan. 30, 1964. Contains a full schedule of import duty rates. Administracao da Imprensa National, Caixa Postal 1306, Luanda.

Burundi. Brussels. Nonpreferential duties average from 5 to 25%, depending on whether the goods are essential consumer and capital goods or luxury items. No customs surcharges. Custom union with Rwanda no longer exits.

Cameroon. Brussels. Two basic customs charges: (1) Nonpreferential import duty averaging from 10 to 20%; and (2) Common External Tariff (which exempts France and the other EEC countries, franc-zone countries in Africa, and Algeria) with duties (called customs duties) averaging from 5 to 30%. Applies CXT in association with UDE. Turnover tax of 17% and transaction tax of 9%, in addition to other lesser taxes, are levied on imports.

Tarif des Douanes: Union Douaniere Equatoriale, 1964. Contains customs duties for UDE and Cameroon, and import duties for UDE. Direction des Bureaux Communs des Douanes de l'Union Douaniere Equatoriale, B.P. 39, Brazzaville, Republique du Congo. $24.90. Supplements issued free during first year; thereafter, annual fee of $8.16.

Central African Republic. Brussels. Two basic customs charges: (1) Nonpreferential import duty averaging from 6 to 15%; and (2) Common External Tariff (which exempts France and the other EEC countries, franc-zone countries in Africa, and Algeria) with duties (called customs duties) averaging from 5 to 30%. Member of UDE. Preferential CXT and nonpreferential import duties are applied uniformly with other UDE nations. Turnover tax of 11% and stamp tax of 3%, plus other miscellaneous taxes, are additional levies on imports.

Tarif des Douanes: Union Douaniere Equatoriale, 1964. Contains customs and import duties for UDE states, plus taxes applicable. Available from Director des Bureaux Communs des Douanes de l'Union Douaniere Equatoriale, B.P. 39, Brazzaville, Republique du Congo. $24.90. Supplements issued free during first year; thereafter, annual fee of $8.16.

Chad. Same as Central African Republic, except turnover tax will in some cases be 12%.

Congo (Brazzaville). Same as Central African Republic, except additional import taxes are as follows: (1) National solidarity tax of 12%; (2) turnover tax of 11%; (3) Brazzaville municipal tax (for all imports arriving in Brazzaville) of 20%, and other miscellaneous levies.

Congo (Leopoldville). Brussels. One-column customs tariff with import duties equally applied to goods from all countries. Duties average from 5 to 30%. No additional customs surcharges except for a small statistical tax of .05% levied on all imports. Sales taxes are applied on certain imported items.

Tarif des Droits d'Entree, 1960. Complete schedule of import duties. Copy of tariff and amendments available from La Chambre de Commerce et d'Industrie de Leopoldville, Leopoldville.

Dahomey. Brussels. Two basic customs charges: (1) Nonpreferential fiscal duty which averages between 10 and 15%; and (2) customs duty which averages between 5 and 25%. All goods from France and from the franc zone are exempt from the customs duty, while goods from the other 5 EEC countries receive a 40% reduction in the customs duty. Member of the WACU. Additional taxes on imports are a statistical tax of 1%, a standard tax of 20%, and a turnover tax of 1.8%, in addition to other miscellaneous levies and excise taxes which may apply.

Tarifs d'Entree et de Sortie, 1962, Imprimerie National, Rufisque, Senegal. Contains duties applicable to imports and exports.

Ethiopia. One-column customs tariff with import duties applied equally to goods from all countries. Many items of agricultural and industrial machinery, and other essential commodities are duty-free. Duties may be either specific (based on weight, quantity, etc.) or ad valorem (averaging from 10 to 50%). Except for agricultural and industrial machinery, all imports are subject to additional import taxes: Transaction tax of 12%; municipal tax of 3 or 5%; plus other miscellaneous taxes (including excise taxes) levied on certain items.

Ethiopian Import and Export Customs Tariff and Valuation Procedures, 1959. Contains import and export duties and taxes plus a section on customs valuation procedures. Ministry of Commerce and Industry, Addis Ababa.

French Somaliland. Djibouti, the capital and only port of entry, is a free port and a major entrepot for Ethiopia. There are no customs duties. Consumption tax of 18% is levied on all imports for local consumption. Tobacco is subject to a sales tax of 20%; alcoholic beverages and perfumes also are subject to a sales tax. Goods in transit to or from Ethiopia are exempt from all such local taxes.

Gabon. Same as Central African Republic, except additional import taxes are as follows: Turnover tax of 14.5% and road construction tax of 3%, plus other miscellaneous levies.

Gambia. Two-column customs tariff with lowest import duty rates applied to goods from the United Kingdom or other countries of the British Commonwealth, and higher rates on imports from all other countries. Duty rates are either specific (based on weight, quantity, etc.) or ad valorem; latter average between 12½ and 25%. There are no additional taxes on imports.

Ghana. One-column customs tariff with import duty rates applied equally to goods from all countries. Duties may be either specific (based on weight, quantity, etc.) or ad valorem or a combination of specific and ad valorem rates. Where duties are a combination of specific and ad valorem rates, the rate yielding the highest revenue shall apply. Ad valorem duties average from 10 to 66⅔%, with luxury items as high as 100%. Duties frequently change. Additional import taxes are a purchase tax on motor vehicles averaging between 20 and 100%; an excise tax on specific items; and a sales tax of 11½% on petroleum products.

Guinea, Republic of. Brussels. One-column customs tariff with import duties applied equally to goods from all countries. Duty rates average between 5 and 40%, with some rates as high as 70 or 100%. Lowest rates apply to essential food, clothing, consumer goods, and industrial equipment, with highest rates on nonessential consumer or luxury items. Additional import taxes are an equalization tax ranging from 10 to 25%, and a small statistical tax on some items. Statistical tax usually amounts to 20 francs (about 8¢).

Bulletin International des Douanes: Guinea (Republic of), October 1964. Contains import and export duties and taxes. International Customs Tariffs Bureau, Brussels. Available on loan from the Department of Commerce or its Field Offices.

Ivory Coast. Brussels. Two basic customs charges: (1) Nonpreferential fiscal duty which averages between 10 and 15%; and (2) customs duty which averages between 5 and 25%. All goods imported from the EEC and its Associated Overseas Countries (AOC's) are exempt from the customs duty. Member of WACU. Additional import taxes are a special import duty of 10%; a tax on value added ranging from 5 to 23%, depending upon the commodity; and appropriate excise taxes.

Tarifs des Droits d'Entree et de Sortie de la Republique de Cote d'Ivoire published by Societe Africaine d'Editions et de Publicite, B.P. 2626, Abidjan. 5,000 CFA francs (about $20). Contains all pertinent information on import and export duties and taxes.

Kenya. One-column customs tariff with import duties applied equally to goods from all countries outside the East African common market. Member of the East African common market with Uganda and Tanganyika, with import duties and taxes virtually nonexistent on shipments between the three countries. Duties are either specific or ad valorem, or a combination of specific and ad valorem. Where duties are a combination of specific and ad valorem rates, the rate yielding the highest revenue shall apply.

Many items essential for education, health, or economic development purposes are duty-free. On other items, ad valorem rates average between 15 and 37½%. Suspended duties occur on a few items and are occasionally imposed. Additional excise taxes are levied on alcoholic beverages, sugar, tobacco, products, and mineral waters.

Bulletin International des Douanes: East Africa (Common Customs and Excise Service), March 1965. Contains all import duties and appropriate excise taxes. International Customs Tariffs Bureau in Brussels. Available on loan from the Department of Commerce or its Field Offices.

Liberia. One-column customs tariff with import duty rates applied equally to goods from all countries. Duties are either specific (based on quantity, weight, etc.) or ad valorem (averaging from 10 to 30%). Items deemed essential for education, health, or economic development (particularly mining) are admitted duty-free. Additional import taxes are a surtax of 15% of the import duty paid, a public highway fund levy of 5% of the c.i.f. value of the goods, and a luxury tax on specified items.

Libya. Brussels. One-column customs tariff with import duty rates applied equally to goods from all countries. Most dutiable items are subject to ad valorem duties which average between 5 and 25%. Numerous items considered essential for education, health, or economic development (particularly machinery) are admitted duty-free. There are no additional taxes on imports.

Bulletin International des Douanes: King-

dom of Libya, October 1963. Contains full schedule of import duties. International Customs Tariffs Bureau in Brussels. Copies and supplements updating the original edition are available on loan from the Department of Commerce or its Field Offices.

Malagasy Republic. Brussels. Two basic customs charges: (1) Customs duty averaging between 5 and 10%; and (2) nonpreferential import tax averaging between 11 and 31%. Goods entering from France and the franc zone and the 5 other EEC countries are exempt from the customs duty. Additional consumption tax levied on certain items.

Tarif des Droits et Taxes Percus par la Douane, updated to April 8, 1964. Contains full information on import and export duties and taxes. Ministere des Finance, Direction des Douanes, Republique Malgache, Tananarive.

Malawi. Four-column customs tariff. Import duties of Column A, which are the highest rates, apply to shipments from about 27 countries which are not entitled to the most-favored-nation rate of duty. Column B duties (somewhat lower than Column A rates) apply to goods from non-British Commonwealth countries entitled to the GATT and m-f-n rate. Column B duties apply to shipments from the U.S. Column C applies a still lower rate to imports from the fully self-governed countries of the British Commonwealth as well as the Republic of South Africa and South West Africa, and the Republic of Ireland. Column D duties, the lowest rates, apply to imports from the United Kingdom and the British Colonies.

Duties are either specific (based on weight, quantity, etc.) or ad valorem, or a combination of specific and ad valorem rates. Where the duty on a commodity is a combination of a specific and ad valorem rate, the rate yielding the highest revenue shall apply. Ad valorem duties on imports from the U.S. (Column B) average between 5 and 30%, with duty-free status on a number of items. Dumping duties may also be imposed on imports where the Minister of Finance deems such action necessary. There are no additional taxes on imports, except for excise taxes on alcoholic beverages and tobacco.

Boe's Customs Index, Section IV, Republic of Malawi; contains information on import duties, dumping duties, duty suspensions and exemptions, drawbacks and rebates, trade agreements, and export and import controls. Boe's Index (Pvt.) Ltd., P.O. Box 1710, Salisbury, Rhodesia. Price of annual subscription, 5 pounds 5 shillings (about $14.70), includes notices of all changes and amendments in the tariff.

Mali. Brussels. Two basic customs charges: (1) Nonpreferential fiscal duty (for revenue) which averages between 5 and 25%; and (2) customs duty which averages between 2 and 25%. All goods from France and the franc zone are exempt from the customs duty; goods from the other 5 EEC countries receive a 40% reduction in the customs duty. Member of WACU. Additional import taxes are a standard import tax ranging from 5.73 to 47.83%, a special import tax ranging from 6 to 15%, and other miscellaneous taxes.

Bulletin International des Douanes: Mali, October 1964. International Customs Tariffs Bureau in Brussels. Contains information on import duties and taxes for Mali. Available on loan from the Department of Commerce or its Field Offices.

Mauritania. Brussels. Two basic customs charges: (1) Non-preferential fiscal duty which averages between 10 and 15%; and (2) customs duty which averages between 5 and 25%. All goods imported from the EEC and its Associated Overseas Countries (AOC's) are exempt from customs duty. Member of WACU. Additional import taxes are a standard importation tax ranging from 20 to 30%; a turnover tax ranging from 10 to 22%; small statistical tax of 10 CFA francs (about 4¢) per item, metric ton, or postal parcel; plus appropriate excise taxes on some items.

Tarifs d'Entree et de Sortie, February 1962. Imprimerie Nationale, Rufisque, Senegal. Contains information on import and export duties and taxes.

Mauritius. SITC. Two-column customs tariff. Preferential duty rates apply to imports from the United Kingdom and the British Colonies Canada, Australia, New Zealand, Republic of South Africa and South West Africa, India, Rhodesia, Pakistan, Republic of Ireland, Ceylon, and Burma. Higher import duties apply to goods from all other countries (including U.S.). Duties are either specific (based on weight, quantity, etc.) or ad valorem. Ad valorem rates on U.S. goods average between 10 and 50%.

Morocco. Brussels. Two-column customs tariff. First column gives the maximum import duty which may be applicable on a particular item; second column gives duty rate actually in effect. Rates of second column apply equally to imports from all countries, giving Morocco a completely nonpreferential tariff. Virtually all duties are ad valorem and average between 5 and 40%, with duty rates on some nonessential consumer and luxury items or locally produced goods running as high as 60 to 100%. Additional import taxes are a special ad valorem tax of 2.5%; a stamp tax of 1%; a tax on products of between 6 and 12% (usually 8%); and other miscellaneous taxes levied on certain goods.

Bulletin International des Douanes: Morocco (Kingdom of), October 1962. Contains a full schedule of import duties. Generally reliable for current usage. International Customs Tariffs Bureau in Brussels. Available on loan from the Department of Commerce or its Field Offices.

Mozambique. Same as Angola.

Boletim Oficial de Mocambique-Suplemento, June 1, 1964, contains a full schedule of import duty rates. Imprensa Nacional de Mocambique, Lourenco Marques.

Niger. Brussels. Two basic customs charges: (1) Non-preferential fiscal duty which averages between 10 and 15%; and (2) customs duty which averages between 5 and 25%. All goods from France and the franc zone are exempt from the customs duty; goods from the other 5 EEC countries receive a 40% reduction in the customs duty. Member of WACU. Additional import taxes are a statistical tax of 1%; a standard tax of 22%; and excise taxes which apply to certain items.

Nigeria. One-column customs tariff with import duties applied equally to goods from all countries. Duties are either specific (based on weight, quantity, etc.) or ad valorem, or a combination of specific and ad valorem rates. Where a commodity is subject to a specific and ad valorem duty rate, the rate which yields the highest revenue shall apply. Ad valorem rates average between 5 and 40%, with nonessential or luxury items dutiable from 50 to 100%. A large number of more essential items for human welfare and economic development are duty-free. There are no additional taxes on imports except excise taxes on certain items and a purchase tax on gasoline and diesel oil.

The Tariff-Customs and Excise Nigeria, revised up to August 3, 1964, contains a full schedule of import, export, and excise duties, but cannot be considered completely reliable for current usage. Copies are available from the Federal Ministry of Information, Printing Division, Lagos, at 3 shillings 6 pence (about 48¢) each.

The Government of Nigeria recently announced that it will soon adopt a new customs tariff using the Brussels tariff nomenclature. Advance copies of the new tariff schedule appeared in the *Federal Republic of Nigeria Official Gazette,* Vol. 52, No. 49, June 8, 1965. Copies are available from the Ministry at 7 shillings 6 pence (about $1.04). The new tariff schedule will come into operation on a date to be announced in a future issue of the *Gazette.*

Rhodesia. Same as Malawi, with the following exceptions: (1) Import duty rates of Column C apply to goods from most of the fully self-governed countries of the British Commonwealth as well as from the Republic of South Africa and South West Africa, and the Republic of Ireland. Column D rates apply to imports from the United Kingdom and the British Colonies. in addition to goods from certain of the fully self-governed countries of the British Commonwealth; (2) the appropriate tariff publication is *Boe's Customs Index, Section II, Rhodesia.*

Rwanda. Brussels. Two basic, non-preferential customs charges: (1) Customs duty averaging between zero and 20%; and (2) revenue duty averaging between zero and 15%. No customs surtaxes, except for a small statistical tax of .05% on all items. Sales taxes are in effect on a few items. Customs union with Burundi no longer exists.

Bulletin International des Douanes: Rwanda, February 1965. International Customs Tariffs Bureau in Brussels. Contains information on all import duties. Available on loan from the Department of Commerce or its Field Offices.

Senegal. Brussels. Two basic customs charges: (1) nonpreferential fiscal duty which averages between 10 and 15%; and (2) customs duty which averages between 5 and 25%. All goods from France and the franc zone are exempt from the customs duty, while goods from the other 5 EEC countries receive a 40% reduction in the customs duty. Member of WACU. Additional import taxes are the same as those for Mauritania, with the addition of a specific tax on petroleum products ranging from 15.5 to 25.5 CFA francs (about 6¢ to 10¢) per liter.

Tariff publication the same as for Mauritania.

Sierra Leone. One-column customs tariff with import duty rates applied equally to shipments from all countries. Duties are either specific (based on weight, quantity, etc.) or ad valorem, or a combination of a specific and ad valorem rate. Where the duty

on a commodity is a combination of a specific and ad valorem rate, the rate yielding the highest revenue shall apply. Ad valorem rates average between 2½ and 40%, with highest rates on nonessential consumer or luxury items. There are no additional taxes on imports, with the exception of excise taxes on tobacco products.

Somali Republic. One-column customs tariff with import duty rates applied equally to goods from all countries. The Northern and Southern Region now have a unified tariff system. Virtually all import duties are ad valorem and average between 10 and 40%. Additional taxes on imports are a surtax of 20% of the duty paid (temporarily raised to 25% until September 30th, 1965), a specific surtax on sugar, alcoholic beverages, and flour, plus other miscellaneous levies.

South Africa, Republic of. Brussels. Three-column customs tariff. Preferential import duties (minimum rates) are applied to certain shipments from the United Kingdom, British Colonies, and other specified nations of the British Commonwealth. Most-favored-nation duties (intermediate rates) apply to shipments from most other countries, including the U.S. General duties (maximum rates) are applied to a few countries which do not qualify for the minimum or intermediate rates. Few general duties are in effect.

Most duties are either specific (based on weight, quantity, etc.) or ad valorem. A number of items enter duty-free from U.S. Ad valorem duties on U.S. goods average between 5 and 20%. Dumping duties are imposed when the Minister of Finance deems such action as necessary. There are no additional taxes on imports except for excise taxes on a few items.

Jacobsen's Customs Tariff Book contains a full schedule of import duties, plus information on dumping duties, drawbacks and rebates, trade agreements, and other customs regulations. K. J. K. Jacobsen, 422 City Centre, 272 Pretorius Street, P.O. Box 1878, Pretoria. Initial price, 6 rands 30 cents (about $8.82). Annual subscription for looseleaf edition, and supply of notices indicating changes and amendments in the tariff from time to time, 10 rands 50 cents (about $14.70).

Spanish Africa. Brussels. The Spanish customs laws and rates prevail in all Spanish possessions in Africa except that petroleum-exploration machinery is exempt. A statistical and customs handling fee of 0.75% ad valorem is levied on all foreign imports. In addition these goods are subject to any indirect taxes levied upon national goods. No customs tariff applied against inter-Spanish trade, otherwise prevailing rates are applicable to all countries without preference.

Customs Tariff Classifications and Rates, in Spanish, published in the *Boletin Oficial del Estado,* Number 196, Aug. 17, 1961. Government of Spain, Madrid.

Sudan. Two-column customs tariff. Preferential import duties are applied to products originating in and imported directly from the United Arab Republic (Egypt). Higher duty rates are applied to all goods (including those of U.A.R. origin) imported from all other countries. Duties may be either specific (based on weight, quantity, etc.) or ad valorem. Ad valorem duties average between 10 and 50%. Duties from 200 to 400% are common on wines, and specific duties on tobacco and spirits average between 3 and 6.5 Sudanese pounds (about $8 to $19) per kilogram and liter, respectively. Additional taxes on imports are a quay tax of 1.2%, foreshore tax of 1.2%, and other miscellaneous taxes on certain items.

THE MANAGIL EXTENSION added 800,000 acres of cropland to Sudan's Gezira Irrigation Scheme. U.S. Mission goes this fall to promote sale of capital equipment, consumer goods. Duties vary on these items.

Tanzania (Tanganyika and Zanzibar). Tanganyika and Zanzibar became independent on Dec. 9, 1961, and Dec. 9, 1963, respectively. The two countries merged into the United Republic of Tanganyika and Zanzibar on April 26, 1964, and the name United Republic of Tanzania was officially adopted on October 29, 1964. Tanganyika is a member of the East African common market with Kenya and Uganda. Information for Tanganyika is the same as that summarized for Kenya, except Tanganyika levies an additional registration tax ranging from 10 to 20% on imported automobiles.

Zanzibar maintains its own customs tariff. Import duty rates, averaging between 12½ and 25%, apply equally to goods from all countries. Additional import taxes in Zanzibar are a trade tax, ranging from 2 to 5%, and a wharfage surcharge of 30 East African cents (less than 1 U.S. cent) per imported package.

Since political union with Tanganyika in 1964, Zanzibar has attempted to make her trade policy and customs regulations more consistent with her neighbors in the East African common market, particularly Tanganyika. Further progress in this direction is expected in the future.

Togo. Brussels. One-column tariff (fiscal import duty) with duty rates equally applied to imports from all countries. Rates, averaging between 5 and 30%, are lowest on essential consumer capital goods, and highest on nonessential or luxury items. Additional import taxes are a transactions tax of 15.71%; a warehousing, sealing, and statistical tax of 1%; plus other miscellaneous smaller taxes levied on specific items.

Tarif Officiel des Douanes, April 1, 1958. Published by the Chambre de Commerce, d'Agriculture et d'Industrie du Togo in Lome. Contains information on import and export duties.

Tunisia. Brussels. One-column customs tariff (minimum tariff) with import duties applied equally to goods from those countries with which Tunisia has a trade agreement or are members of the GATT, including the U.S. Goods imported from all other countries are subject to rates of a general schedule computed at three times the minimum tariff rates. Virtually all duties are ad valorem with rates of the minimum tariff averaging between 5 and 20%.

A number of items enter duty-free. Additional taxes on imports are: (1) Customs formality tax of 1.8%; (2) production tax, levied on most items at rates between 12.5 and 15.5%; and (3) a consumption tax, consumption customs duty, and National Defense Fund surtax which are levied on certain items at varying rates.

Bulletin International des Douanes; Tunisia, October 1961. Contains a full schedule of import and export duties. International Customs Tariffs Bureau in Brussels. Available on loan from the Department of Commerce or its Field Offices.

Uganda. Same as Kenya. Member of East African common market with Kenya and Tanganyika.

Upper Volta. Brussels. Two basic customs charges: (1) Nonpreferential fiscal duty which averages between 10 and 15%; and (2) customs duty which averages between 5 and 25%. All goods from France and the franc zone are exempt from the customs duty, while goods from the other 5 EEC countries receive a 40% reduction in the customs duty. Member of WACU. Additional import taxes are a statistical tax of 1%; a conditioning tax of 25%; a forfeiture tax ranging from 2.22 to 25%; a development tax of 10%; a local stamp tax of 3%, a tax to support price controls of 1.5%; and other miscellaneous taxes which are levied, in addition, on specific items.

Zambia. Same as Malawi with the following exceptions: (1) Import duty rates of Column C apply to goods from most of the fully self-governed countries of the British Commonwealth as well as from the Republic of South Africa and South West Africa, and the Republic of Ireland. Column D rates apply to imports from the United Kingdom and the British Colonies, in addition to goods from certain of the fully self-governed countries of the British Commonwealth; (2) tariff publications are (a) *Boe's Customs Index, Section III, Republic of Zambia,* and (b) *Bulletin International des Douanes: Republic of Zambia,* March 1965. Latter contains a full schedule of import duties and excise taxes, plus information on special tariff concessions connected with trade agreements. Published by the International Customs Tariffs Bureau in Brussels, it is available on loan from the Department of Commerce or its Field Offices.

Aden. Tariff includes only 13 items falling into 3 categories: alcoholic beverages, tobacco and products, and gasoline. All but 3 are specific duties. No preferential rates; no surtaxes.

The Aden Colony Gazette, No. 63, December 1960, contains duties and customs regulations. Government Printer, Aden. $0.50.

Afghanistan. While all import duty rates are levied on an ad valorem basis, arbitrary values also are fixed for many commodities, complicating computation of the actual duty incidence between items dutiable at a low or high rate. Generally speaking, the highest duties apply to consumer goods. No preferential rates.

Bahrain. Tariff lists 104 items ranging from 5 to 15% ad valorem; majority are 10%. No preferential rates; no surtaxes.

Bahrain Customs Ordinance, 1950, includes customs ordinance, list of prohibited goods, import and export duties and other customs fees and charges. Bahrain Government, 2 rupees (about 50 cents).

Burma. SITC. Current tariff rates are mainly ad valorem, ranging from 5 to 350%. Lowest rates apply to foods, oils, medicines, chemicals, newsprint, iron, steel, machinery, typewriters, aircraft, raw cinema film and seeds; highest to liquors, tobacco, perfumery, textiles, jewelry, radios, cameras and playing cards. No preferential duties. All imports are divided on the basis of essentiality into one of four sales tax categories, namely, free, 5, 10, and 15% ad valorem.

Union of Burma Customs Tariff, first issue, Superintendent, Government Printing Office, Union of Burma, Rangoon. $0.65.

Ceylon. SITC. Most tariff rates are ad valorem, ranging from 3% to 310%. Many agricultural imports are exempt from duty, and the majority of other nonluxury items fall within the 15 to 40% range. Preferential rates apply on most imports from the British Commonwealth and the Republics of South Africa, Ireland and Burma. Surtaxes levied on a few items.

Ceylon Customs Trade Classification and Tariff, effective January 1, 1965, Government Press, Ceylon. $6.80.

Cyprus. SITC. Rates range from 4 to 150% with only a few items at the highest rates, some luxury items between 40 and 60%, and many items at the 8 to 16% level. There is a substantial number of free items including most agricultural machinery, fertilizers, cereals, petroleum and ores. Preferential rates apply to goods of British Commonwealth origin. No surtaxes.

Cyprus Customs Tariff and Customs Drawback Regulations, 1963. Printing Office of the Republic of Cyprus, Nicosia. $1.40.

India. Many tariff rates modified by notes, showing exceptions or different duties. Most rates ad valorem, 20 to 50%. An additional 10% ad valorem duty on all goods except foodgrains, fertilizers, pesticides, books, and family planning accessories, was levied, effective Feb. 18, 1965. Agricultural implements and appliances free, industrial machinery, 15%. Highest duties apply to luxury goods and goods manufactured in India. Preferential rates on goods from Burma and British Commonwealth. A uniform customs surcharge of 10% of the duty is levied on all dutiable items, and a number of imports are also subject to excise taxes.

Indian Customs Tariff, Department of Commercial Intelligence and Statistics, Calcutta. $1.48.

Iran. Tariff consists largely of specific rates (nonpreferential). Exempted items include grains and flour, fish, milk, fertilizers and aircraft and parts. Ad valorem duties range from 5 to 100%. Low rates levied on most types of capital machinery, and drugs and medicines while rates on such consumer goods as passenger cars, radios and furs are substantial. A commercial profits tax is levied on most imports.

Iraq. Brussels. Ad valorem duties predominate, although many are specific. Lowest duties apply to petroleum products, paints, paper, tools, industrial refrigerators, bicycles and machinery. Some agricultural implements, industrial machinery and chemicals are free of duty. High duties apply to beverages, tobacco, leather goods, clocks, watches and furniture. Preferential rates apply to specified products imported from certain Arab countries.

Israel. Brussels. Tariff (nonpreferential) is predominantly ad valorem in all categories of commodities except food, beverages, and tobacco. Rates are generally high, mostly in the range of 30 to 100%. High purchase taxes are levied on some commodities. No surtaxes.

An English-language edition, *Customs Tariff,* is published by Business Diary Tariffs and Fees, a periodical service of English translations of Israeli tax laws. Current edition of the customs is dated Aug. 25, 1965. Business Diary, 27 Harbour Street, P.O.B. 1313, Haifa; or 49 Yehuda Halevy, P.O.B. 2911, Tel Aviv. $8.33.

Jordan. Brussels. Most rates are ad valorem, ranging from 1 to 100%. The majority of duties, however, are relatively low. A number of foods, minerals, fertilizers, chemicals and industrial and agricultural machines fall in the 0 to 14% range. Rates in excess of 35% apply chiefly to nonessential goods and items competing with products of Jordanian industry. Additional import surcharges and taxes are also levied. Preferential rates apply to specified products imported from certain Arab countries.

Jordan's Customs and Excise Law, and Tariff Rates, Jan. 1, 1964, printed by Ministry of Finance-Customs.

Kuwait. A duty of 4% ad valorem is levied on all dutiable goods imported into Kuwait except liquor and liquified petroleum gas (100%). Preferential rates apply to specified products imported from certain Arab countries. No surcharges. The Kuwaiti tariff is not published because of the uniform duty.

Lebanon. Brussels. Most rates are ad valorem, ranging from 1 to 50%. Free items include pharmaceuticals, tanning and dyeing substances, some chemicals, books and agricultural machinery. Lowest duties apply to dairy products, cereal grains, petroleum products, minerals, chemicals, plastic materials, metals, machinery and tools; highest to automobiles, vegetables, fruits, liquors, perfumery, toilet preparations, hides, leather, clothing and shoes. Preferential rates apply to specified products imported from certain Arab countries.

Tarif des Droits de Douane in Arabic and French, dated 1963, is published by Conseil Superieur des Douanes, Republique Libanaise, Beyrout, to whom remittance of £10 ($4.52) should be made payable.

Muscat and Oman. Tariff comprises 127 items with ad valorem rates. Maximum duty on all but 7 items is 17½%. Highest duties apply to wine, beer, opium (75%); vegetable ghee, cigars, cigarettes (25%); and motor cars (20%).

The Muscat Customs Manual may be obtained from the Director of Customs, Sultanate of Muscat and Oman, for $1.

Nepal. SITC. Most duties are levied on an ad valorem basis. Nepal has separate tariff schedules for Tibet, India, most-favored-nation countries (United States, Pakistan, and Communist China), and all other countries. MFN schedule contains 73 items. MFN rates ranging from 1 to 25%, are higher than for like articles from Tibet and India but lower than rates for the "all other countries" schedule. Lowest rates are on cotton yarn, newsprint, medicine, and fertilizers; higher rates apply to ready-made garments, toilet articles, plastic goods, leather products, and glass products. Surtaxes on some items.

Customs tariff in Nepali and English. Gorkha Patra Press, Kathmandu.

Pakistan. Brussels. Most duties are ad valorem. Free items include grains, flour, ores, wool, coal, books, agricultural tractors and fertilizers. Most capital equipment may be imported at a fairly low rate of duty; such consumer items as textile fabrics, clothing, tobacco and passenger cars take the highest rate. Preferential rates applicable to selected commodities imported from United Kingdom, India and British Colonies. Sales tax of 15% applicable to most items.

Pakistan Customs Tariff, Feb. 1, 1965. Published by the Manager of Publications, Karachi. Includes export duty rates and cesses (export taxes).

Qatar. General rate of 2½% ad valorem applies to most goods. Duty on tobacco is 10%; on beer, phonographs and phonograph records, 15%; and on liquor, 30%. There are minor port charges, but no surtaxes and no preferential duties.

Saudi Arabia. Most duties are ad valorem, moderately low, ranging up to 40% (except for one tobacco item). Animals, milk, cheese, grains, flour, dried vegetables, medical supplies, books, paint, varnish, machinery, agricultural implements and fertilizers are free of duty. Low duties apply to eggs, fresh or canned vegetables, canned fruits, blankets, metals, pipes, oil, grease, tires and industrial electrical equipment. Perfumery, tobacco, firearms and cameras take highest duties. Preferential rates apply to specified products imported from certain Arab countries. Surtax; 10% of customs duty.

Customs Tariff, April 1963, includes principal provisions of customs law and tables of weights and measures. The original, in Arabic, is published by the Kingdom of Saudi Arabia, Ministry of Finance, Directorate of General Customs Administration, priced at 5 rials ($1.11), payable to the Printing, Press and Publication Organization in Jidda. An English translation has been made by Arabian Oil Co., Local Government Relations Department, Translation Division, Dhahran.

Syria. Brussels. General level of duties is low, many items taking a nominal rate of 1%, others 7% and 15%, under customs tariff effective Jan. 1, 1963. Preferential rates apply to specified products imported from certain Arab countries. There are minor surcharges and internal taxes.

Tarif General Permanent des Douanes de Syrie, dated Jan. 1963. Bureau des Documentations Syriennes and Arabes, rue Fauzi Ghazzi, B.P. 451, Damascus. $10.50.

Trucial States include 7 shaikhdoms in the Persian Gulf area: Abu Dhabi, Dubai, Sharjah, Ajman, Umm al-Qaiwain, Ras al-Khaimah and Fujairah. Ad valorem duties for imports by sea into Sharjab, 2½%; by air, 2%. Ad valorem duties for imports into Dubai are 4.7%. Transit dues of 1½% apply to both areas. No duties in the other states. No surtaxes; no preferential duties.

Turkey. Brussels. Most-favored-nation rates are ad valorem, ranging from 5 to 100%. Duty free items include domestic breeding animals, phosphates and sulfates, medicine, printed material and ferroalloys. Lower rates are generally on vegetable oils, alkalis, most chemical products, rubber products and engines. Higher rates are on radio apparatus, glassware, tiles, fabrics, cinemagraphic film, cosmetics, beer and whisky.

An English translation of the Turkish customs tariff, in mimeographed form, is distributed by Turk Argus Ajansi, Is Bankasi Hani, P.K. 1025 Galata, Istanbul. Annual subscription of 750 Turkish lira ($82.50) includes translations of official gazettes. Tariff alone, 50 Turkish lira ($5.50).

United Arab Republic. Brussels. All duties, except on tobacco, are ad valorem. Rates vary widely, from 2 to 400%, with some exemptions. Preferential rates apply to specified products imported from certain Arab countries. Statistical taxes of 10% are assessed on all imports, and excise duties on 19 items including alcohol, liquors, petroleum products, cement, coffee, lighters, matches, playing cards, synthetic fabrics, salt, sugar, and wheat flour. Surtaxes of 3%, pavement duty taxes of 3% and additional excises taxes apply on other selected articles.

U.A.R. Customs Tariff, 1963, in English translation, includes an explanation of the tariff, the export tariff and excise duties. Customs Education Institute, Japan Trade Center, Cairo. E£3 (8.61) a copy.

Yemen. Duties range from 5 to 50%. Items duty free are medical equipment, machine tools for agriculture, fertilizers, radios, and newsprint. Low rates are levied on cement, road machinery, grains, rice and kerosene. Higher rates are on cameras, cosmetics, and fabrics. A 5% defense tax is also levied on all imported goods.

Australia. Preferential duties accorded British Commonwealth countries. Surtaxes (primage duty) of either 5 or 10% levied on many items. Most duties are ad valorem although some are specific or a combination of the two. Tariff provides for some very high rates of duty, particularly on consumer goods. However, many imports, mainly producers' goods, enter free or at reduced duty under customs by-law treatment, when not available from domestic sources of supply. Government reportedly preparing new tariff which will be based on Brussels nomenclature.

Customs and Excise Tariffs includes import and primage duties. Available from Department of Customs and Excise, Canberra, A.C.T. Price, £A1 10s. 6d. ($3.40) for basic edition including amendments. Latest issue, July 1962.

Cambodia. Brussels. Duties designed for revenue, but protective rates set for some agricultural products and manufactures produced locally. Goods deemed useful to industrial or agricultural development enter free or at relatively low rates. All imported goods subject to surtaxes of specific type and to a turn-over tax, which is 12% ad valorem for most imports. Duty exemption for capital equipment and raw materials is available under the 1957 investment law in connection with new private foreign investments.

Tarif des Droits de Douane du Cambodge, 1959, includes import and export duty rates, general rules for interpretation of tariff nomenclature, trade restrictions, taxes. Direction des Douanes et Regies, Phnom Penh. Single copy 3,500 riels ($100).

Hong Kong. Free port. Duties levied only on alcoholic beverages, methyl alcohol, tobacco and tobacco products, hydrocarbon oils (petroleum products) and table waters. Based on SITC nomenclature

Directory of Commerce, Industry and Finance, 1963. Single bound annual edition includes duty rates, tax rates, licensing and other documentation requirements for imports, exports and exchange. Hong Kong Department of Commerce and Industry, Printing Department, 81-115 Java Rd., North Point, Hong Kong. Single copy, HK$4 (US$0.70).

Indonesia. Duties, levied according to essentiality of the import, range from free to 800% c. and f. and are levied at the transaction rate of Rp 250=US$1. All imports must be financed through authorized banks managed by the Bank of Indonesia. As of June 8, 1965, foreign exchange rates ranged from Rp 250/US$1 to Rp 5,300/US$1, depending on the essentiality of the item and method of importation. Additional surcharges, based on degree of commodity essentiality, are levied on all imports save rice, raw cotton, fertilizer, newsprint, medical supplies, scientific books, and other goods designated by The Minister of Trade.

Economic Groups and Customs Tariff of Import Commodities, published by the Commercial Advisory Foundation, 28 Kebon Sirih, Djakarta, indicates duty rates and essentiality categories. Latest issue, 1964.

Japan. Brussels. Duties generally range from free to 40%, with raw materials duty-free or at moderate rates. Most common rate for machinery is 15%; for chemicals, 20%; and for textiles and made-up clothing, 15 to 30%. Highest rates apply to items such as confectionery, liquors, cosmetics, furs, jewelry, and automobiles. In addition, commodity taxes ranging from 5 to 40% are applied on many consumer and luxury-type goods sold in the Japanese market.

The Customs Tariff of Japan, 1964, Japan Tariff Association, 2, Honshio-cho, Shinjuku-Ku, Tokyo. 1,500 yen ($4.17), includes postage.

Korea, Republic of. Brussels. High duties assessed on consumer and luxury items but moderate rates for essential goods and commodities not locally produced. Certain commodities for specified industries are duty-exempted. No general preferential tariff treatment based on country of origin, but imports financed with AID funds subject to duty rates at 50% of regular schedule. Commodity taxes range from 2 to 60% levied on selected commodities sold in Korea.

Korean Trade Directory, annual. In addition to complete customs tariff, contains general economic and trade information as well as the names and addresses of about 1,000 registered traders and 200 offer agents with

listings classified alphabetically and by commodity. Korean Traders Association, 123, 2-ka, Namdaimunro, Chung-ku, Seoul. $4.62 for 1965 edition.

Laos. Brussels. Tariff duties are ad valorem, calculated on c.i.f. Laos kip value; some commodity imports carry specific rates. Duties on luxury and semiluxury articles, motor vehicles and buses and goods in competition with domestic goods are high (30 to 60%). Raw materials and machinery carry relatively low duties (0 to 25%). A general internal tax and several import taxes are levied on a number of items.

Tarif des Droits de Douane d'Importation et d'Exportation contains import and export duties, special import, export and other taxes, commercial agreements, general rules on the interpretation of terms used. Issued in 1964 by the Direction des Douanes et Regies, Ministere des Finances, Vientiane.

Malaysia. SITC revised. Applies Commonwealth preferences on a selected list of products. Many items, especially machinery and other industrial equipment, free of duty. Other duties vary from 5% to 100% (c.i.f.) for a few items. Singapore, Labuan and Penang are free ports for a wide range of commodities.

Import tariff rates for the entire Malaysian area are being coordinated with the creation of a Common Market. Revisions are published in the Official Government Gazette, in English, obtainable from the Government Printing Department, Kuala Lumpur, for a nominal fee.

New Zealand. SITC revised. Preferential duties granted Commonwealth countries. Duties on consumer goods range from 20 to 80%; on capital goods from 20 to 50%; and on raw materials nil or low. Sales taxes of 10% and 20% apply to a wide range of nonessential commodities. For conservation of foreign exchange most imports must be licensed.

Customs Tariff of New Zealand includes import duties, prohibited and restricted imports including sanitary regulations. Available from Comptroller General, Customs Department, Customs House Quay, Wellington. 30 shillings ($4.20) for annual edition including amendments. Latest issue, July 1962.

Philippines. Brussels. Prohibitive duty rates on certain luxury items and on foreign goods competing with products of local manufacture. Low duty rates on imported items considered essential to economy. Import duties can be completely waived for basic-industry imports. Sales taxes assessed on luxury item imports also are often prohibitive. Compensating tax (levied in lieu of sales tax) for products imported by end user may also be steep. Special import tax of 1.7%, which expires on Jan. 1, 1966, levied on almost all imports.

Ten percent tariff preference granted to goods of U.S. manufacture until January 1, 1974, at which time preferential treatment will be eliminated.

Tariff and Customs Code of the Philippines, Manila, Bureau of Printing, 1957, gives product classification and listing of import duties and regulations.

Taiwan. Duty rates range from free to 160% ad valorem. In general, duties under 20% apply to books, raw materials, certain machinery and fuels; between 20 and 40% to products essential to education and health; between 40 and 80% to most manufactured articles; and above 80% to luxuries and certain textiles. Surtaxes on all imports include: defense surtax, 20% of assessed duty; harbor due 3% ad valorem.

Classification of Import Commodities, March 1, 1964, published by the Foreign Exchange and Trade Commission, Nan Chang St., Section 1, Taipei, includes regulations for control and classification of import and export commodities and applicable control on each commodity.

Thailand. Brussels. Duties primarily for revenue, relatively low for most imports, i.e., 10-30% ad valorem on the c.i.f. value of the import. Commodities for economic development are often on free list. Heavier duties apply to promote use of domestic raw materials (e.g., glutamic acid), as protection for domestic agricultural products (e.g., sugar, edible copra), protection of growing light industrial sector (e.g., vegetable and fruit preservatives), and to protect officially "promoted" industries deemed necessary for economic development.

Business tax ranging from 2 to 25% levied on most commodities, frequently calculated on an inflated base.

Customs Tariff Decree B. E. 2503 (1960), published by Statistics Division, Department of Customs, Ministry of Finance, Bangkok; bound edition. Includes interpretation of terms used and regulations for control and classification of import and export commodities.

Viet-Nam. Brussels. Most essential raw materials, machinery and equipment are exempt from duties; nonessentials, luxuries and goods competing with domestically produced items are subject to high rates and to an "austerity" tax ranging from 40 to 450% ad valorem. Under the Investment Decree Law of Feb. 14, 1963, exemption from or reduction of customs duties is offered in connection with essential foreign investments.

Tarif des Douanes du Viet-Nam contains import duty rates. Revised Dec. 1964. Available only in Vietnamese, it can be used in conjunction with the Brussels tariff schedule.

New venture in Bizerte imports know-how from Dallas, Milwaukee and Waynesboro, Va.

Strangers at the start, three U.S. small businessmen join investment mission to Tunisia and discover 'something of common interest' there

Will it work as well in Bizerte as in Dallas, Milwaukee and Waynesboro, Va.?

A pair of Tunisian businessmen went back to the factory in North Africa last week to test the question in a new joint venture with three U.S. manufacturers.

Goslan et Cie., Bizerte manufacturer of metal office furniture, is the first partner of the recently organized Tunisian-American Small Business Development Corp., a U.S. firm established by a trio of small businessmen to supply technical know-how, management service and capital to their counterparts in Tunisia.

WIDE OPEN SPACES great Robert Moon of Milwaukee (right) and Marshall Erdman, Madison, Wis., when they tour Bizerte's old ship yard. Tunisian Government opened it to private enterprise.

Last month, Claude Goslan and his production manager, Yves Bisanti, put their agreement with the Americans to work. They came to the U.S. from Bizerte and spent two mid-July weeks gathering technological information and management advice in Virginia, Wisconsin and Texas.

Who's who

The Americans are Charles Eckman, president of Virginia Metalcrafters, Waynesboro; Robert Moon, president of Lakeside Manufacturing Co., Milwaukee, and Daniel Varel, president of Varel Manufacturing Co., Dallas.

These three met for the first time last December when, with five other U.S. businessmen, they took part in an investment mission to Tunisia. The trip introduced them to Goslan et Cie. as well as to each other—and gave them the idea for the Tunisian-American Small Business Development Corp.

Eckman's firm makes lawnmowers, space heaters, lamps, doorknockers, brass and copper accessories for the home. Moon's makes stainless steel carts and trays for hospitals and cafeterias. Varel's

makes drill bits for oil-field machinery.

"The three of us decided to try to find something of common interest in Tunisia," Eckman said.

"The Goslan project appeared to have the greatest promise and flexibility. We thought the company had made a lot of progress and was a savvy corporation, young and adaptable. We could communicate, and they were anxious to get with American partners. It just struck us as being the most logical outfit."

The Tunisian-American Small Business Development Corp. was born. (It's known more familiarly as SOTAD, the initials for the corporation in French-speaking Tunisia.) Eckman is president.

SOTAD has been authorized to borrow up to $60,000 under the Cooley Loan program administered by the Agency for International Development. The program provides U.S. businessmen with foreign-currency financing, using money the U.S. receives in sales of surplus food abroad.

Visiting the U.S., SOTAD's Tunisian associates went first to Waynesboro.

Look and learn

"They spent quite a bit of time going through our brass foundry and finishing operations and watched us produce certain parts which we hope they can learn to produce in Tunisia. Then they did the same sort of thing in Milwaukee and Dallas.

"They also spent half a day going through a modern wood-working plant in Waynesboro. They had been primarily in metal office furniture and equipment but now they have branched out into wood and upholstered furniture, too, and have moved to a new plant in the old Bizerte ship yard."

Eckman said Moon would go to Tunisia this month on a follow-up to the Goslan-Bisanti visit here and added, "I hope to go back myself in the late fall."

The investment mission that started it was a project of AID and the Small Business Administration. SBA spokesmen said it was done at the Tunisian Government's request and with the help of the Tunisian chamber of commerce, UTICA.

An earlier mission under similar auspices went to Tunisia in June, 1964. As a result of that one, SBA spokesmen said, Marshall Erdman & Associates, a mill-work firm in Madison, Wis., located a Tunisian partner for a joint-venture mill-work operation producing window and door frames.

SOTAD is expected to investigate other joint-venture projects in Tunisia but Eckman said no other agreements have been concluded.

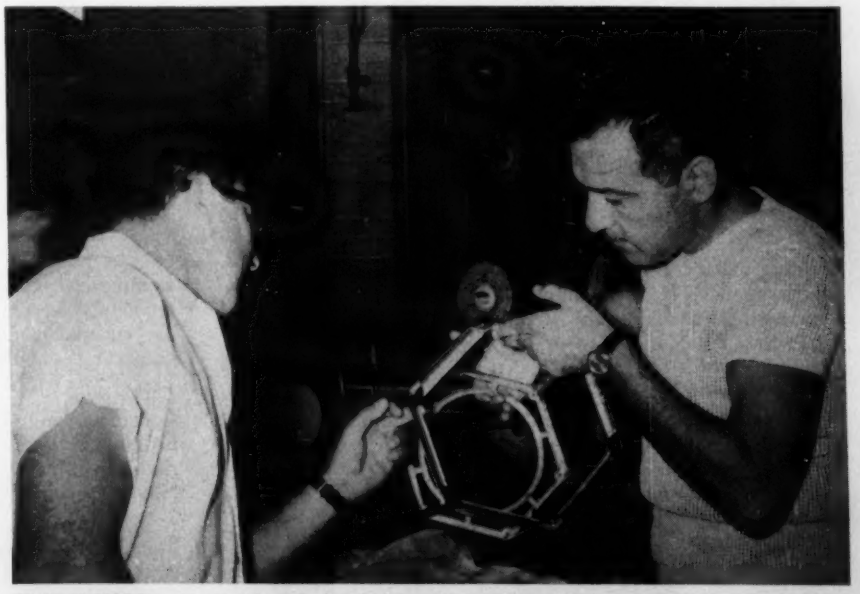
IN BIZERTE, Robert Moon (left) of Milwaukee watches metal-working demonstration with his Tunisian associates, Claude Goslan (right) and Yves Bisanti. They are small businessmen in new joint venture.

"One thing that interested Goslan very much was the potentiality for making our garden tractors in Tunisia and selling them throughout Africa," he said.

Bureau of International Commerce personnel joined in mission briefings.

BIC publications concerning Tunisia include "Basic Data on the Economy of Tunisia," "Preparing Shipments to Tunisia" and "Import Tariff System of Tunisia." They are available from the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402, or through any Department of Commerce Field Office for 15¢ each.

For information on Tunisian investment opportunities, **write:** Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C. 20230.



IN WAYNESBORO, VA., Tunisians Goslan (right) and Bisanti examine framework of brass light fixture made by Virginia Metalcrafters, one of three U.S. firms forming Tunisian-American development group.

EXPORT EXPANSION DATES

Participation, proposals in

In Germany, homeowners have discovered it's easier if they do their own house repair work. Otherwise, they might wait for weeks or even months for carpenter or plumber to show up.

The Japanese have the highest literacy rate in the world but aren't sitting back and taking it easy because they do.

And people in the Netherlands are going through a revolution—not in the streets and along the dikes but at home. They're using more frozen foods.

All this means more sales chances for U.S. manufacturers of hand tools, advanced teaching aids and frozen and preserved food. But the list of opportunities doesn't stop with those three categories.

The export expansion dates on these two pages tell you what to sell—and where and when. The opportunity lies in commercial trade fairs, U.S. trade center shows and national exhibitions, trade missions and the Sample Display Service.

The Bureau of International Commerce works with U.S. exporters—new or old hands—in all of these activities to help American firms sell abroad.

Very often it takes aggressive promotion to clinch the sale. But the task is made easier by exposing your products in the several ways listed here.

Exhibits in commercial fairs by the United States are selected after a market study shows a need for the product.

Trade Center shows, held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are open by invitation to buyers, agents and wholesalers. They are limited to specific product lines.

There is still time for a U.S. manufacturer to enter any of these exhibits, if his product is acceptable, by **writing:** Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230 or **phoning:** Area Code 202 WO 7-5316 or 3137.

National exhibitions attempt to explain what life in the U.S. is like. They are usually held in Soviet-bloc lands.

Trade missions, made up of outstanding U.S. businessmen who set up person-to-person contacts with merchants and association officials in other lands, go out frequently and carry business proposals with them. **Write:** Bureau of International Commerce, Trade Missions, Code 8210, Department of Commerce, Washington, D.C. 20230.

The Sample Display Service, which puts products on view for 30 days, gives U.S. exporters low-cost service in Bangkok, Beirut, Manila, and Nairobi. This activity helps firms obtain local agents, distributors, licensees and investors.

Write: Bureau of International Commerce, Code 8198, Department of Commerce, Washington, D.C. 20230.

Educational laboratories and systems. SWEDEN. Show coincides with meeting of International Association of Modern Language Teachers in Uppsala. Market for advanced design of industrial training appliances and auto-instructional devices. **Stockholm Trade Center. Aug. 17-26.**

Machine tools, agricultural equipment. POLAND, RUMANIA. Neither country familiar with U.S. products but both seek to expand trade. Interest is rising as relations improve. **Trade Mission. Sept. 18-Oct. 16.**

Photographic products. SWEDEN. A chance to test new and advanced photo equipment and film in a highly competitive but profitable field. Products for use by both professional and amateurs will be accepted. **Stockholm Trade Center. Sept. 21-Oct. 1.**

Welding and cutting equipment. GERMANY. U.S. manufacturers of all types of welding and cutting equipment are invited to participate in the leading commercial show of its type. Expanding market reported. **Essen. Trade Fair for Welding and Cutting. Sept. 25-Oct. 3.**

Nuclear instrumentation and related equipment. GERMANY. West German government and industry expected to spend $850 million ('63-'67 period) on nuclear development and research equipment. **Frankfurt Trade Center. Sept. 28-Oct. 5.**

DATA processing equipment. ITALY. Unique sales opportunity. One of the first specialized exhibits of this type in Italy. **Milan Trade Center. Oct. 1-7.**

Animal husbandry equipment. JAPAN. Rapidly expanding Japanese livestock industry presents immediate opportunities for sales of U.S. equipment, pre-mixes and biologicals. **Tokyo Trade Center. Oct. 12-22.**

Food processing, packaging and related equipment. THE NETHERLANDS. Change in Dutch eating habits causes an increase in consumption of frozen and preserved foods. **Utrecht. Machinery and Equipment Fair (MACHEVO). Oct. 13-20.**

Pulp and paper machinery and equipment. GERMANY. Per capita paper consumption in Germany is expanding. Qualified observers report good market potentials for selected products used in paper production and converting. **Frankfurt Trade Center. Oct. 20-27.**

Commercial laundry and dry cleaning equipment. SWEDEN. Good market for all types of U.S. commercial laundry and dry cleaning equipment, including vending machines. **Stockholm Trade Center. Oct. 20-29.**

Consumer and capital goods. MALAYSIA AND HONG KONG. U.S. Trade Mission. Business proposals to be carried to this area should be submitted by Sept. 3. **Oct. 23-Nov. 21.**

Light industry and food processing equipment. ETHIOPIA AND SUDAN. U.S. Trade Mission. Business proposals to be carried to this area should be submitted by Aug. 31. **Oct. 30-Nov. 27.**

vited for shows, missions

Petrochemicals. IRAQ. Petrochemical utilization and by-products in retail trade, light industry and agriculture. **U.S. national exhibition. Baghdad. Nov. 1-28.**

Boating accessories. ITALY. Renewed interest in boating accessories not available from Italian sources. Small cabin cruisers and plastic out-board hulls have high marketability here. **Milan Trade Center. Nov. 2-8.**

Nondestructive testing and measuring equipment and instrumentation. GREAT BRITAIN. Wide sales prospects for aggressive U.S. businessmen willing to develop greater share of $32-million market—a market expected to reach over $62 million in 1970. **London Trade Center. Nov. 2-12.**

Farm machinery equipment and supplies. CENTRAL AMERICAN COMMON MARKET. U.S. exports of these products to CACM have doubled in the past five years, reaching $31 million in 1964. **International Trade Fair. San Salvador. Nov. 5-Dec. 4.**

Do-it-yourself equipment. GERMANY. Home maintenance and improvement activities among German home owners are growing rapidly. High labor and construction costs provide a strong stimulant to this trend. **Frankfurt Trade Center. Nov. 11-16.**

A CONTRACT FOR production in Sweden of medical cabinets is signed by Erik Linderoth, left, of Verk AB Lindqvist, and G. D. Hill, representing S. Blickman, Inc., at the medical show at Stockholm Trade Center.

Advanced teaching aids. JAPAN. Government and business interest in newest teaching techniques offers immediate market for U.S. equipment. **Tokyo Trade Center. Nov. 15-20.**

Audio-visual and training aids. THAILAND. Educational equipment keyed to the developing Southeast Asia market. Show will coincide with UNESCO meeting of ministers of education and economic planning of 18 countries in the area. **Bangkok Trade Center. Nov. 22-30.**

Plant and equipment maintenance. SWEDEN. Rising labor costs, higher demands for improved maintenance and reduction in upkeep costs insure a prime market for interested U.S. manufacturers. **Stockholm Trade Center. Nov. 23-30.**

Vending machines. ITALY. Opportunity for expanded sales of U.S. vending machines and related equipment tailored to Italian market. **Milan Trade Center. Dec. 1-7.**

Machine tools. MALAYSIA. Industrial expansion in Malaysia provides excellent opportunity for U.S. firms. **Singapore Machine Tool Exhibition. Dec. 5-15.**

Advanced industrial fasteners. JAPAN. Continuing industrial expansion offers new opportunities for little known U.S. products in the industrial fastener industry. **Tokyo Trade Center. Dec. 7-17.**

Analytical measuring instruments and laboratory apparatus. GREAT BRITAIN. Advanced scientific instruments, apparatus and equipment used in industrial and university laboratory research. **London Trade Center. Dec. 7-17.**

Production and packaging equipment for the electronics industry. GERMANY. The expanding electronics field in Germany needs U.S. production equipment, machinery, packaging tools and components and related materials. **Frankfurt Trade Center, Jan. 12-19.**

Hotel and restaurant equipment. UNITED KINGDOM. Exhibition will feature hotel and restaurant cooking articles and apparatus (including catering equipment), food handling and storage equipment, food and beverage dispensing machines, and an assortment of bar specialty items. In-plant feeding equipment designed specifically for mass unit feeding is excluded. **London Trade Center. Jan. 18-28.**

Consumer and capital goods. SAUDI ARABIA AND PERSIAN GULF STATES. U.S. Trade Mission. Business proposals should be submitted by Jan. 5. **Feb. 10-March 12.**

Machinery and equipment for agriculture, industry and commerce; education and communication aids; home and recreation furnishings. ETHIOPIA. "For a Better Life and a Stronger Nation"—theme of **U.S. national exhibition, Addis Ababa. Feb. 22-March 13.**

VIEW FROM MILAN

Contracts, Italian style

Candid advice offered on question of exclusive or limited representation

By MARTIN STAHL
Director, U.S. Trade Center, Milan

"Is an exclusive agency agreement better than a limited one?"

This question is frequently raised by American firms seeking agents abroad through participation in the United States Trade Center program.

There is no pat answer, no secret code or infallible chart of one's course—but there are guideposts for the prudent businessman to follow.

The basic question encompasses many fine points, such as: If an exclusive arrangement is indicated, what should the terms be? Is it better to have a non-exclusive tie-up with a smaller firm than an exclusive one with a known "power house"? Should there be a phasing in from the non-exclusive stage to one of exclusivity and, if so, what terms should be imposed? Is insistence on a minimum performance a must? How can one be sure that the "guarantees" offered can be taken at face value? What does one do with a potential representative one wishes to tie up and entrust with exclusivity, who refuses to enter into any but a non-exclusive arrangement?

Experience readily establishes certain rules of thumb it would be well to follow—assuming that the American manufacturing exporter has something of value to offer the agent/distributor, and that the agent/distributor sincerely wishes to represent the manufacturer. The points made here are not intended to cover special situations, like the one in which a foreign firm signs with an unsuspecting U.S. manufacturer in order to keep his product off the market.

NOT ONLY CONSUMERS visit U.S. Trade Center events such as this housewares show in Milan. Exhibitors can make representation arrangements through contracts resulting from their participation.

No agreement should be concluded before a check has been made regarding the moral standing in the community and the business ethics of the prospective agent or distributor. This can be done largely through U.S. foreign service posts, the American Chamber of Commerce, banks and reputable lawyers whose names are on file with the posts.

A quick decision is inadvisable. Too many Americans visiting Milan have a schedule which permits them no more than 48 hours to find a representative and conclude a deal, each one firmly believing himself to be a junior John Gunther.

True to each other

Exclusive, according to Webster, means "limited in use to a single organization or person." Honesty in the spirit as well as in the letter is implied. The parties to such an agreement should know each other well enough to have a real and binding understanding leaving no room for exploitation of loopholes. I know, for example, of one case where the exclusivity involved a circumscribed territory but the moral sense of the pact was negated. The agent's exclusive preserve was invaded after the American firm—without violating the letter of the agreement—shipped merchandise into an adjacent territory from which an unscrupulous representative launched his invasion.

In choosing between an exclusive agency agreement and a limited one, the first rule of thumb that suggests itself is flexibility. Exhibitors who come to Italy with a prepared agency agreement in their brief cases sometimes have difficulty fitting the facts of the Italian market to their agreement. Better to fit the agreement to the existing market conditions.

A large, well-established Italian firm with an efficient nationwide sales organization is likely to insist on an exclusive arrangement, and in most cases it is advantageous to the American company to accede to such a request. This is especially true if the Italian firm is also a manufacturer and therefore a prospective licensee who may eventually invest in retooling and expanding its production facilities in order to manufacture the American product under license.

If, on the other hand, the prospective Italian agent operates on a local rather than a national level, the American firm may well wish to write a limited agreement with various escape clauses in the event that the venture does not work out. Such an agreement, in addition to limiting the sales territory of the prospective agent, might stipulate that certain minimum sales must be obtained within an agreed time period. If the American negotiator does not anticipate appointing agents for other areas of Italy, he may wish to spur the efforts of his new agent by offering to grant exclusive rights after sales have reached a certain level. It is well to remember that a good agent is worth all the encouragement that can be given him.

Licensing

License agreements almost always involve exclusive rights because they require more investment on the part of the Italian partner than an agency agreement. Usually an initial payment by the licensee to the licensor to cover the cost of the transfer of technical know-how is arranged, in addition to a royalty payment based on an agreed percentage of gross sales. In Italy the royalty generally represents 5 or 6% of gross sales for the first year, 7 or 8% for the second year and 10% for the third and succeeding years. Time and production limits should be clearly specified in a licensing agreement, and patent protection provided.

The details of any agreement, whether it be a relatively simple one appointing an agent or a complex one involving production under license, should be clearly spelled out in writing, preferably in Italian as well as in English. Misunderstanding about the terms of the agency or license agreement may prove costly to both parties at a later date.

Competent legal advice is always desirable, and a selected list of attorneys

practicing in Milan is available at the Consulate General for exhibitors who need such advice in drawing up contracts.

The financial strength of one's new Italian associate should be thoroughly checked out before any agreement is signed. Like marriage, signed contracts in Italy are not easily undone. If properly approached, however, the contracts—again, like marriage—offer prospects of genuine bliss.

Standardizing work is carried forward by U.S. technicians

Quality control of components due for hands-across-sea improvements

The American Society for Quality Control, Milwaukee, has assumed responsibility for performing the secretaryship function of the International Electrotechnical Commission (IEC), Technical Committee 56, concerned with the reliability of components, equipment, and systems.

The IEC is affiliated with the International Organization for Standardization (ISO) as its Electrical Division. The commission provides the channel for international cooperation in standardization work and enables U.S. government and business to cooperate in unifying national standards of member countries.

Characteristics of components, equipment and systems are standardized to insure international applicability, interchangeability, safety and reliability. This activity is of special importance to those countries which export to or manufacture in foreign lands, since many countries (including most of Western Europe) make compliance with IEC standards a requirement rigorously enforced by law.

Structure

The IEC has 38 members, each a national committee representing a particular country. It functions through a council in which each member national committee has a voice. Technical activities are supervised by a Committee of Action operating through various International Technical Committees.

The American Society for Quality Control has been asked to carry the responsibilities of the secretariat by undertaking and underwriting the secretaryship. This request was made because it was felt that ASQC, as a professional society with unquestioned professional status and knowledgeability in the field of quality and reliability, would assure development of reliability standards on a truly professional and international basis.

The first official meeting of Technical Committee 56 will be held in Tokyo, Japan, in October 1965. The United States will be represented by delegates from its technical experts committee for Technical Committee 56, which is chaired by A. M. Okun. Dr. Leon Pololsky, technical assistant to the President of Sprague Electric Co., is the technical adviser.

Dallas Chamber of Commerce plans mission to Mexico

A trade mission sponsored by the World Trade Committee of the Dallas Chamber of Commerce will visit Mexico Nov. 3-14.

Chamber members who join the mission will have an opportunity to meet officials and businessmen in the three largest cities in the country, become familiar with the market, and explore chances to buy, sell and invest.

The first stop will be Monterrey, rapidly growing industrial center in Northern Mexico. Industry there includes steel, glass, cement, food products, and manufacture of cars and buses.

After five days in Mexico City, where the group is scheduled to meet with U.S. Ambassador Fulton Freeman at the new U.S. Embassy, the mission will go to Guadalajara, Mexico's second largest city.

Chamber President Hobart D. Turman will be the group's leader. "Any Chamber member, whether already doing business with Mexico or interested in taking a first-hand look at Mexico from a business rather than tourist viewpoint is invited to join us on the mission," he said.

TOYS FROM EVERYWHERE

Toys from 25 nations will be on show at the 17th International Toy Fair, scheduled for Harrogate, in Yorkshire, England, Jan. 8-13, 1966.

About 700 firms will participate in 400 displays occupying 300,000 sq. ft.

Write: International Toy Fair, Finsbury Court, Finsbury Pavement, London E.C.2, England.

MARKETING COURSE CANCELLED

The International Marketing Institute scheduled for Aug. 2-6 at Colorado State University, Fort Collins, Colo., has been cancelled.

Venezuela's first aluminum reduction plant blueprinted

Reynolds International announces construction to begin in September

Construction of Venezuela's first aluminum reduction plant and accompanying fabricating facilities will get under way in September, according to J. Louis Reynolds, board chairman, Reynolds International, Inc. The plant is expected to begin operations in early 1967.

A new corporation, Aluminio del Caroni, S.A., (Alcasa), jointly owned by Reynolds International and a Venezuelan government agency, Corporacion Venezolana de Guayana (CVG), will build the plant. Reynolds International is a wholly owned subsidiary of the Reynolds Metals Co.

The reduction plant will be of conventional design with an annual ingot capacity of 22 million pounds. The hot and cold rolling mills, sheet finishing facilities and rod mill for electric cable redraw rod are designed to meet current and future needs of the Venezuelan economy.

Financing

Total cost of the new facility is some $22.5 million. The Export-Import Bank of Washington has authorized a $12.5 million Alliance for Progress loan, with the balance of the funds coming from CVG and Reynolds International.

The Orinoco river has been dredged to accommodate 30-foot-draft ocean-going ships heading to and from the plant site at the junction of the Orinoco and Caroni rivers. The area is the site of a growing industrial complex and the aluminum plant will be built near the CVG-owned steel mill already in operation.

Power for the aluminum facility will be supplied by Edelca, a wholly owned subsidiary of CVG. Alumina will be obtained from the United States.

Products

The reduction facility will produce extrusion billet, rolling ingot, redraw rod, unalloyed and alloyed ingot. The sheet facility will produce reroll coil, foil reroll, flat and corrugated sheet and blanking stock.

THREE TOP ASSIGNMENTS

Fred C. Foy to head NEEC

Export council is enlarged as part of more massive balance of payments effort

President Johnson named three top officials of the National Export Expansion Council (NEEC) last week.

At the same time, membership in the Council was doubled from 33 to 66.

Former Secretary of Commerce Luther H. Hodges, chairman of the Research Triangle Foundation in North Carolina, accepted appointment as NEEC honorary chairman.

Fred C. Foy, Koppers Co. board chairman, Pittsburgh, was named NEEC chairman.

Robert F. Dwyer of the Dwyer Lumber & Plywood Co., Portland, Ore., became vice chairman.

HODGES

FOY

ON MISSION last year, Robert F. Dwyer (foreground), NEEC vice chairman, met Tunisian businessmen.

The vice chairmanship is a newly created NEEC post. The honorary chairmanship now assumed by Governor Hodges formerly was held by Foy.

Thanking Foy for accepting the chairmanship, President Johnson wrote:

"While, as you know, we are now engaged in a most comprehensive program to eliminate our deficit, our future balance of payments position will be determined primarily by just one thing: the ability of American business to compete successfully and adequately in all markets of the world."

New set-up

Secretary of Commerce John T. Connor announced that membership on the National Council would be increased twofold. This is the new set-up:

On the numerically strengthened National Council, the chairmen of the 42 Regional Export Expansion Councils (REEC's), 10 association presidents and 11 private businessmen are now serving with Honorary Chairman Hodges, Chairman Foy and Vice Chairman Dwyer. These changes are part of a national export expansion drive which is being "redoubled" literally and in every other sense.

The National Export Expansion Council is composed of business, labor and professional leaders, including heads of national associations directly concerned with export trade.

On many fronts

The NEEC advises the Secretary of Commerce on all matters under his jurisdiction affecting U.S. exports, and provides leadership and guidance to the REEC's—one for each of the Commerce Department's 42 Field Offices.

Twelve hundred of America's most prominent business and professional men and women serve on the 42 REEC's, supplementing the work of Field Offices by helping to strengthen government-business relations in international trade. Among other things, they:

► Inform business communities throughout the nation on U.S. business

policies and programs affecting exports.

► Alert the Department to problems encountered by American exporters.

► Advise the Secretary of Commerce in the formulation of international business policies and programs.

► Provide assistance to established exporters in increasing their share of overseas markets.

► Encourage non-exporters to enter international trade.

► Stimulate the flow of private direct investment from the United States to less developed countries and from other industrialized countries to the United States.

Executive board

A 12-man executive board will be appointed from among the 66 NEEC members to advise the Secretary of Commerce and give policy direction to the Council. All NEEC members are appointed by the Secretary for one year. Association presidents are appointed for the duration of their terms of office in their respective organizations.

As National Export Expansion Council Chairman, Foy succeeds the late Neil C. Hurley, Jr. A University of California graduate, Foy has been associated with the Koppers Co. since 1948 and is also a director of the Kroger Co., Western Allegheny Railroad Co., H. K. Porter Co., Carrier Corp., Mellon National Bank & Trust Co., and others. He is also an active member of The Business Council.

Vice Chairman Dwyer is a lumber industry executive with interests in Oregon, California and New Mexico. He has been a NEEC member for two years and is active in many industrial, civic, educational and charitable organizations.

Ohio company sends Yugoslavia a record load of cornpickers

The freighter Vares steamed out of the Port of Toledo last week, bound for Yugoslavia with one of the biggest export shipments of U.S. farm machinery in recent history.

It certainly was the biggest on record for the manufacturer, an old-line Ohio firm already so involved in international commerce as to have won the Presidential "E"-for-export award.

New Idea Farm Equipment Co. of Coldwater, Ohio, made the sale—a total of 564 new-model units of corn picking, husking and shelling machinery.

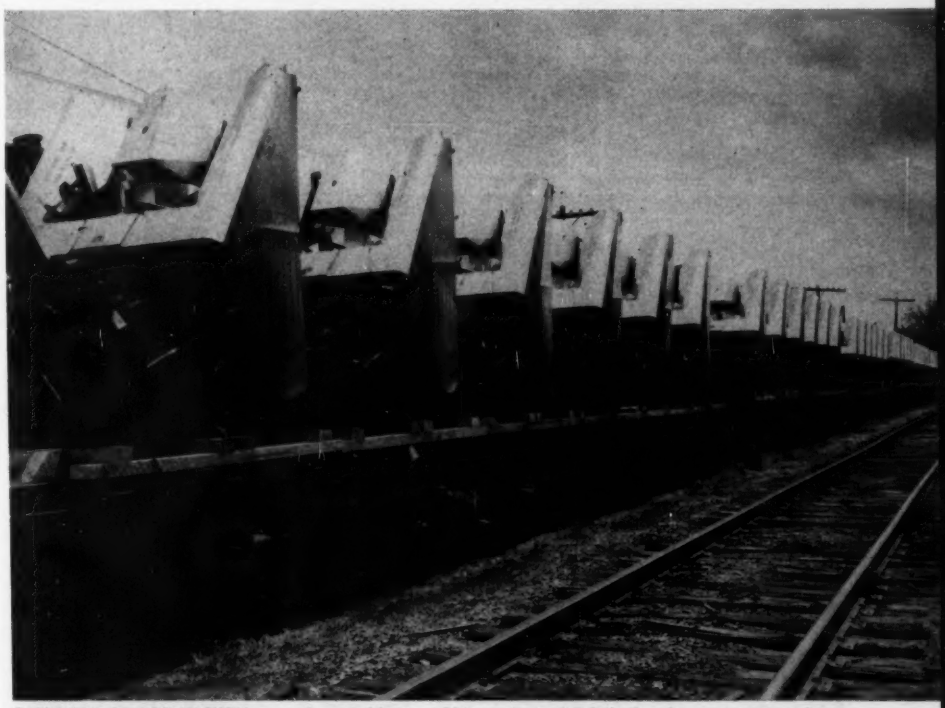
The transaction capped a more-or-less-casual business friendship dating back five years. New Idea's vice president and general manager, Blair Williams, who went to Yugoslavia to negotiate it, said of the Yugoslavians:

"They need things. They need lots of things. There's business over there."

Other voices

Williams echoed members of a Bureau of International Commerce trade mission to Yugoslavia late last year (INTERNATIONAL COMMERCE, Dec. 7, 1964). They described the country as "a basically hospitable, relatively new and constantly expanding market"—but said it "has been virtually ignored by private American enterprise."

New Idea's shipment is to two customers—one in Novi Sad, on the Danube in northeastern Yugoslavia, and one in Zagreb, in the northwest. As the Trade Mission reported, agriculture is dominant in the Yugoslav economy, involving more than half the population and 58% of the land. But a major farm-to-city labor migration is under way.



CARLOADS OF CORNPICKERS move from Coldwater, Ohio, to Port of Toledo for shipment to Yugoslavia.

Williams recited some of the history that preceded New Idea's big sale:

A company representative, traveling in Europe in 1960, knew Yugoslavia produced large quantities of corn. He went there to explore for business. The company shipped a cornpicker.

Two years later, Williams himself went to Yugoslavia, planning to conclude business agreements. None developed.

"Last year, we sent a picker over," Williams said. "They put it out on a collective farm. The harvest was so heavy they had everybody out picking. This machine performed so well it revived the deal. So I went over in February."

The talks started with a proposition to buy just 22 pickers, Williams said. They ended with "our largest export shipment to date." Williams credited BIC for assistance along the way.

New Idea won the "E" Award last fall after posting a 25% increase in export sales in less than three years (INTERNATIONAL COMMERCE, Nov. 9, 1964).

Company officials said they make "regular use of the trade opportunities listings in INTERNATIONAL COMMERCE" and that at least one overseas distributor was appointed "as a direct result of the work done by a Commerce Department Trade Mission."

In addition, "A routine part of our investigation of all potential overseas distributors or licensees involves securing of World Trade Directory reports," they said.

A division of Avco Corp., New Idea exports to 32 countries. The firm employs 1750 and has plants in Coldwater; Fort Dodge, Iowa; New London, Wis., and Chicago.

CONVENTION TIME draws near for the textile machinery show in Atlantic City. Opening ceremonies will take place on the balcony of Convention Hall (above).

Hardly a square inch left

Textile machinery show in Atlantic City to draw at least 5,000 foreign buyers

By CLARK JONES
Staff Writer

It's just about convention time again in Atlantic City, N.J., for the American Textile Machinery Association.

And this time the show promises to be the biggest machinery exposition anywhere, according to Mrs. Mildred Gwin Andrews, executive secretary of the association.

The display, held every five years, will take place this year Sept. 26-Oct. 2, in the popular resort's spacious Convention Hall, just a shell's throw from the ocean.

Approximately 20,000 persons from 50 nations are expected to journey to the textile show. Not one inch of usable display space will be left idle, Mrs. Andrews said last week. The entire exhibit area of 320,000 square feet has been leased.

The Bureau of International Commerce, in a move to help American textile manufacturing firms add more exports to their sales lists, will manage a Business Information Center (BIC) at the event.

Mrs. Andrews said the textile machinery show "ranks on the same level" as the overseas international exhibitions produced every four years by the European International Textile Machinery Exhibition in Hanover, Germany.

"Sixteen countries will have 450 exhibitors," she said, adding that the "array of equipment will be utilizing all four natural fibers and approximately 100 man-made fibers, from raw stock through the final finished, dyed or printed state. It will represent an outlay of approximately $50 million.

"We expect top businessmen," Mrs. Andrews said, "in textile and allied fields, scientists and research groups to attend. In 1960, our guests were from 46 nations. This year we expect an audience from an even more comprehensive global area."

Just how big the show will be was illustrated by Mrs. Andrews' comment on the exhibit space. "We've even put one company in one of the freight elevators," she said, adding that even the space just in front of the large organ will be used for display area.

Buyers from other countries, she predicted, would arrive in numbers totaling 5,000—a "conservative" estimate—but could approach 8,000.

The Bureau of International Commerce, in a move to help American textile manufacturing firms add more exports to their sales lists, will manage a Business Information Center (BIC) at the event.

Mrs. Andrews said this exhibition would "do more than any other single show to help the balance of payments situation."

Exhibitors who intend to display at ATME '65 include manufacturers of opening and preparatory equipment for spinning, spinning machinery, winding, twisting, spooling, warping, throwing, slashing, and weaving machines; knitting and lace making equipment; dyeing, drying, printing, and finishing equipment; as well as machines for napping, cutting, trimming, sewing, and packaging of textiles; and also non-woven, bonded and other fabric forming equipment.

And still others

Also exhibiting will be manufacturers of auxiliary and ancillary equipment for textile machines and textile mill operation; electronic testing and laboratory equipment; producers of man-made fibers; manufacturers of machine parts, and all other types of supplies necessary for efficient mill management in today's highly competitive world market.

And all the equipment shown will be new, Mrs. Andrews said. "Nothing is shown at the exhibition until it has been proved, by being tested and worked in the mills, to be commercially feasible.

It's all new

"This is the one thing," she pointed out, "that makes our show different from many others. It's a new show." Manufacturers who exhibited equipment five years ago have been busy since that time turning out new equipment and will unveil it at the show for the first time.

For example, she said, in 1960 "only one shuttle-less loom was exhibited. This year 10 companies are displaying various types."

The new equipment to be unveiled at the exhibition will be examined and looked at in detail by the throngs of foreign buyers who are coming from Australia, New Zealand, Latin America, Europe and the Far East, she said.

Plan customs office

A customs office will be located in Convention Hall to make export transactions go smoothly.

Many of the buyers and executives of foreign companies will be arriving via charter flights and tour packages put together by airlines and travel agencies abroad. Mrs. Andrews mentioned that the International Textile Club, with headquarters in Zurich, is sponsoring chartered flights to the show and Pan American Airlines and the World Travel Plan Corp. of New York are also doing this.

Write: American Textile Machinery Association, P.O. Box 96, Vienna, Va.

In Germany . . .

In Mexico . . .

. . . the world's most style-conscious women are shopping for U.S. fashions, as in the German department store above, and the exhibition of U.S. styles and materials sponsored by the Department of Commerce in Mexico, below. Earlier this year, Europeans hailed the "permanent press" introduced by U.S. textile makers, saying it would revolutionize the Continent's textile industry.

U.S. publisher announces Arab-language magazine

Johnston International Publishing Corp. of New York announced last week it will start publication of a new Arab-language business magazine in Beirut, Lebanon, early next year.

The publication will be directed to business leaders in Arab-speaking countries in the Middle East and North Africa. Initially, it will have a controlled circulation of 7,500 and will appear every other month.

Editor Nadim Makdisi will head a new Johnston International office in the Strand Building on Beirut's Hamra St. Makdisi, a native of New York, holds degrees from the American University of Beirut, Columbia University and American University of Washington, D.C.

Makdisi worked nine years with the Voice of America, where he specialized in the Middle East. He also has served as Mid-East correspondent for U.S. newspapers, radio and television stations.

Zambia tariff journal

A new edition of the International Customs Journal for the Republic of Zambia is available on a loan basis from any of the 42 Department of Commerce Field Offices. The new Journal, dated March 1965, contains a complete copy of the Zambian customs tariff, as well as a copy of the excise tariff schedule and a list of commodities subject to special low rates under trade agreements.

This Journal is published by the International Customs Tariffs Bureau in Brussels. Copies are made available to member governments only, and may not be purchased privately.

Austria enacts new law governing corporations

A new corporation law (Aktiengesetz) recently enacted by the Austrian Government is mainly intended to "Austrianize" the German corporation law introduced in Austria in 1938. The new law, effective Jan. 1, contains no major changes of the old German law.

The new Aktiengesetz is published in the Bundesgesetz fuer die Republik Oesterreich, No. 34, May 6, 1965, pp. 679-738. Single copies of the text may be ordered from the Oesterreichische Staatsdruckerei, Verlagspostamt Wien 40, Vienna, Austria.

Manufacturers of pumps, compressors sign up agents and distributors in Japan

Expect $3 million in sales in coming year as result of participation in Tokyo Trade Center show; 1,800 visitors register at 10-day show

Twenty-four American manufacturers of pumps and compressors expect to ring up well over $3 million in sales during the coming year as a result of their appearance in a show at the Trade Center in Tokyo.

In addition, four firms have appointed eight agents or distributors to sell their products in the Japanese market, while several others are still negotiating.

12 new to market

Of the 24 exhibitors in the Bureau of International Commerce-sponsored show, five were small businesses and 12 were either new to the marketing area or were showing new products.

Precision Chemical Pump Corp., Waltham, Mass., firm added Japan to its overseas markets as a result of the show. Before the show closed, R. L. Jewett, executive vice president, appointed distributors in Tokyo, Osaka, Kobe and Kyoto.

The company demonstrated three types of positive-displacement, diaphragm-type, solution feed pumps. One was sold from the floor. The others were transferred to local distributors.

Manton Gaulin Manufacturing Co. also showed pumps in Tokyo. This firm has been selling in the Japanese market for some 10 years and has three agents in the Japanese area, one in Osaka and two in Tokyo.

The firm took part in the spring exhibit to publicize an exporting and technical center, which it set up in Tokyo early this year.

1,800 visitors

Almost 1,800 visitors registered during the show's 10-day run. Of these, 1,677 were trade visitors. After the show closed, each exhibitor was presented with a book listing the names and addresses of the visitors in both English and Japanese for future reference.

The industrial pumps and compressors show was one of 48 exhibits planned this year in the six trade centers located in London, Frankfurt, Bangkok, Milan, Stockholm and Tokyo.

Additional information about trade fairs and trade center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

In 1964, thirty-six shows were staged in Trade Centers where more than 1,300 U.S. manufacturers exhibited their products. Nearly 750 were small firms and more than 300 were new to the area market or were showing new products.

Floor sales and later sales as a result of participation in last year's shows are estimated at $93 million. In addition, 168 agents have been appointed to sell American goods abroad.

Shows scheduled for the last quarter of 1965 cover a variety of product groups, including:

Pulp and paper machinery and equipment—Frankfurt.

Commercial laundry and dry cleaning equipment—Stockholm.

Data processing equipment—Milan.

Animal husbandry equipment—Tokyo.

Non-destructive testing and measuring equipment and instrumentation—London.

Home maintenance and improvement equipment—Frankfurt.

Industrial maintenance equipment—Stockholm.

Boating accessories—Milan.

Audio-visual and training aids—Bangkok.

Advanced teaching aids—Tokyo.

Analytical measuring instruments and laboratory apparatus—London.

Vending machines—Milan.

Holiday and home products show—Bangkok.

Advanced industrial fasteners—Tokyo.

Write: Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, or contact any of the Department's 42 field offices.

Government-campus projects increase in United Kingdom

London Trade Center to feature advanced scientific instruments

U.S. makers and suppliers of technically advanced scientific and laboratory instruments are encouraged by the Bureau of International Commerce (BIC) to participate in an exhibition at the Trade Center in London, Dec. 7-17.

The exhibition will be held to capitalize on the latest industrial trend in the United Kingdom toward greater cooperation between government and university laboratories to increase the output of national research.

A survey conducted for BIC revealed that the U.K. Government gives financial support to groups of firms with similar interests to form associations for industrial research. Total expenditures allocated within the United Kingdom for research and development, the survey showed, are approximately $2.24 billion for 1965-66.

Imports of scientific and laboratory instruments and apparatus from the United States jumped from $376,000 in 1958 to nearly $7 million in 1964, according to the survey.

Sales opportunities for U.S. products appear to be especially good in the following categories:

Research laboratory apparatus and equipment; instruments for measuring, checking, or testing electrical or electronic quantities or characteristics and nuclear radiation; microscopes, including electron microscopes and accessories; laboratory and pharmaceutical scales and weights and analytical balances; technical and scientific laboratory glassware.

Each participant in an exhibition sponsored by BIC is supported by a dynamic market development campaign which promotes the attendance of carefully selected potential buyers and agents for the exhibitor's products.

Write: Bureau of International Commerce, code 8194, Department of Commerce, Washington, D.C. 20230 (phone: area code 202-WOrth 7-3838), or get in touch with any Commerce Department Field Office.

At Trade Center in Tokyo . . .

"Turn on the air conditioning if you want to beat the heat," exhibitors at the Trade Center in Tokyo seem to be telling Japanese businessmen. In photo at upper left is a display of air conditioners from the Foreign Distributors Division of General Motors Corp. The Fedders Corp. of Maspeth, N.Y., lower left, displays its machines. The auto air conditioners of Climatic Air Sales, Dallas, Texas, are discussed, bottom center, while the time controls on display by AMF International are explained, lower right. The above photo is of the storage bin of the Whirlpool Ice Maker. At left, a Japanese television cameraman takes aim at the action of the Niagara Blower Co.'s spray cooler while assistant holds lights.

LEADING BUYERS FROM Germany, European countries see advanced U.S. meat machinery equipment.

U.S. EXHIBITORS at Cologne show hope for long-term partnerships with those in German meat industry.

U.S. manufacturers 'greatly surprised' at show in Cologne

Participants sign up total of 46 agents, make good sales

U.S. exhibitors at the International Meat Machinery and Equipment Exhibition (IFFA) in Cologne were "greatly surprised" at the interest shown in their equipment.

This interest was borne out by the fact that the American exhibitors appointed a total of 46 agents and came away with an estimated $5 million in sales over the next 12 months. Sales at the show totaled more than $500,000.

"Without question," reported the U.S. Consulate General in Duesseldorf, "the experience at IFFA has stimulated interest of U.S. participants new to the market in developing export markets in Western Europe."

The Consulate General reported that most important German and foreign buyers visited the U.S. exhibition and went away convinced that the United States is the "leading country in the meat machinery and equipment field and that the highly automated American equipment can satisfy the rapidly changing consumer demand in Western Europe."

The fair management said 81,000 visitors from 42 countries attended the exhibit. Estimated total at the American pavilion was 15,000 to 20,000.

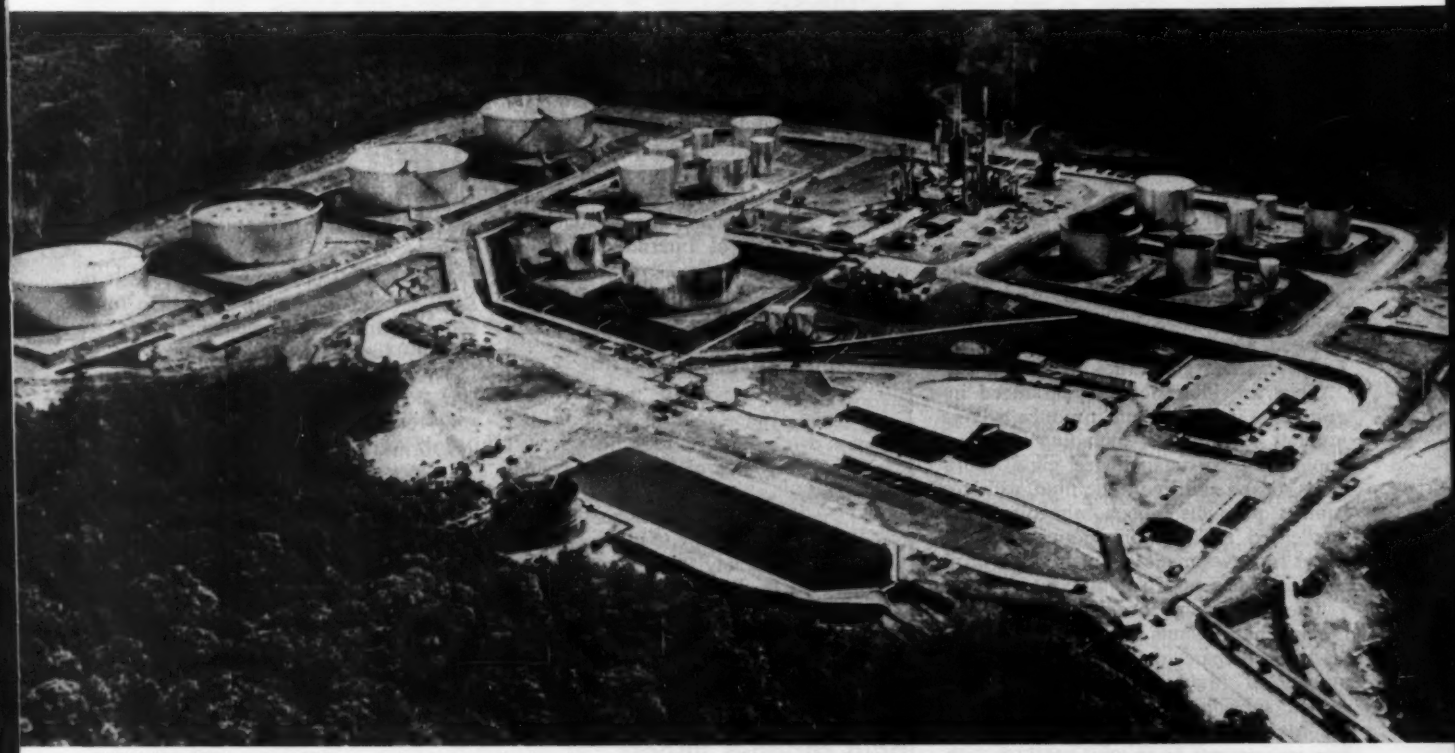
Louis L. Crawford, spokesman for the U.S. exhibitors, spoke of the exhibitors' interests at a July 8 press conference.

"We are interested in long-term partnerships on an international basis rather than short-term competition. We can help the German meat industry with machinery and equipment of complementary value which basically has not been developed in Europe today.

PHOTO EXHIBIT

Britain's fourth Industrial Photographic and Television Exhibition will be held at Earls Court in London, Nov. 15-20. Its purpose is to show how photography and closed circuit television can cut costs, save time, improve quality and increase sales throughout industry.

Write: Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford St., London W.C.1, England.



ESSO'S REFINERY at Port Dickson, Malaya. A newly signed guaranty agreement has made the Malaysian investment climate better than ever for U.S. firms.

MALAYSIA

Investment made easier

New investment accord covers U.S. investors against almost all losses, except those resulting from misconduct or normally insurable causes

By LOUISE HILLSON

Far Eastern Division, BIC

Recent amendments to the 1961 U.S.-Malaya Investment Guaranty Agreement extend its benefits to all of Malaysia and provide fuller coverage of risks.

The 1961 agreement applied only to the former Federation of Malaya and covered losses due to inconvertibility and expropriation. The revised agreement applies to Malaysia and covers losses due to war, revolution and insurrection and includes the extended risk guaranty.

This guaranty insures a U.S. investor against loss of an investment from any risk (including normal business risks) other than fraud or misconduct, and normally insurable risks such as fire and theft.

An extended risk guaranty covers only an agreed share of the investment. These guaranties are issued in exceptional and specific cases which occupy high-priority positions in the host country's development.

Speaking at the signing ceremony, the Deputy Prime Minister of Malaysia said, "I hope that this extended Investment Guaranty Agreement will encourage a substantial flow of private American investments into this country . . .

"In view of the close economic and trading relationship that has existed between our two countries, American investors would be welcomed in this country. They will find commercial and business conditions and practices very similar to those obtainable in America.

"Apart from this we offer investors various incentives and facilities, and the formation of the Malaysian Common Market will offer further prospects and opportunities for profitable investments."

United States investors are showing an increasing interest in the Malaysian market. As of December 1963, the U.S. was the major investor in Malaya's new, tax exempt pioneer industries, and it is understood that the United States firms have been the principal foreign investors in Malaysia since it was formed in September 1963.

Two major projects which involve considerable U.S. investment are the Esso Standard refinery in Malaya and the Mobil Refining Co. refinery under construction at the Jurong industrial estate in Singapore.

Other U.S. investments are in rubber estates and tin mines made some time ago, and more recently in automobile assembly, sewing machines, condensed milk, detergents and other manufactured products. In addition, three U.S. banks—the Bank of America, First National City Bank and Chase Manhattan Bank—have branches in Kuala Lumpur and Singapore.

Should spur U.S.

The amended guaranty agreement should prove a further spur to U.S. investments in Malaysia. U.S. firms contemplating projects involving an investment of about $50 million have applied for investment guaranties.

They are interested in guaranteed investments in facilities to produce a large number of products, including electrical appliances, corrugated steel pipe, lubricants, brake and hydraulic fluid, asbestos cement products, cocoa, chocolate and condensed milk. Applications for guaranties for investment in construction projects have also been submitted.

The Malaysian Government has made it clear that it wants private foreign capital to participate in the economic development of Malaysia. Although wholly-owned subsidiaries may be established, the Malaysian Government prefers that new investments be in joint ventures with local capital and make maximum use of local labor.

The incentives offered to local and foreign private investors establishing industrial facilities include tax exemption in the initial years of operations, developed sites for new industries, loan assistance, and adéquate industry-supporting infrastructure facilities. A common market tariff structure is gradually being implemented, which will give Malaysian industries a domestic market of 11 million people with the highest standard of living in Southeast Asia.

Development authority

A Federal Industrial Development Authority is also being established to promote and coordinate industrial development on a national basis. A U.S. firm of business consultants has been commissioned by the Malaysian Government to survey the broad range of industrial possibilities in Malaysia and indicate development feasibility of particular industries.

The U.S. Department of Commerce Trade Mssion which will visit Malaysia Oct. 23-Nov. 21 will carry proposals submitted by United States businessmen interested in Malaysian investments. An invitation to U.S. businessmen to submit such proposals was announced in the April 5 issue of INTERNATIONAL COMMERCE. The deadline for submitting business proposals is Sept. 3.

The Malaysian Government has prepared several publications to guide potential investors in Malaysia. They discuss investment opportunities and procedures, availability of industrial estates, and eligibility criteria for pioneer status industry incentives. Lists of products and industries eligible for pioneer status and pioneer companies are also available.

Write: Bureau of International Commerce, the Far Eastern Division, Department of Commerce, Washington, D.C.

Indian customs journal

A new edition of the International Customs Journal for India is now available on a loan basis from any Department of Commerce Field Office.

The Journal is based on the Indian Customs Tariff (54th issue), as amended to July 31, 1964, and issued by the International Customs Tariff Bureau in Brussels. It is made available to member governments only.

India changes import procedures for actual users

The Government of India has announced some changes in the existing procedures for issuing import licenses to actual users (industrialists). The major change is that actual users will be exempted from obtaining essentiality certificates, and can apply directly to the licensing agency through the appropriate sponsoring authority.

Actual users in the scheduled industries and in small-scale industries must submit their applications for imports of raw materials, components, and spare parts by Aug. 15. The deadline for other industries is Sept. 15. Applications for imports of new machinery and equipment may be submitted at any time, and will be considered as received.

Allocations and quotas for actual users were not announced at this time. They are contained in the Indian Import Policy (Red Book) for the April 1965-March 1966 shipping period, published in India on July 15.

The policy for "established importers" (traders) was released in a preliminary announcement on June 30. Approximately 60 categories were eliminated from the list of licenseable imports, and quota allocations for most others were reduced sharply.

Foreign assistance funds go to U.S. service contractors

Universities, firms, organizations get $429 million through AID

U.S. service contractors are receiving $429 million in foreign assistance funds for carrying out agreements with the Agency for International Development.

This sum represents the value of direct agreements for services that AID had in effect last March 31 with U.S. universities, firms, organizations and individuals.

It does not include contracts for commodities or AID-financed services performed under contracts awarded by foreign countries themselves.

The latest AID report shows 1,293 direct service contracts in 73 countries totaling $438 million. About $9 million is represented by overseas contracts.

This total compares with 1,206 agreements valued at $404 million in 75 countries as of Dec. 31, 1964, and 1,065 contracts worth $423 million in 69 countries on March 31, 1964.

Of the current contracts, universities account for 315 agreements, valued at $253 million. Others of major significance include 76 architectural-engineering contracts carrying a value of $33 million; 21 construction contracts at $23 million; 116 management and technical consultant contracts, $35 million; and 166 contracts with non-profit institutions, foundations, voluntary agencies and specialized organizations of various kinds, $61 million.

In the individual contract area, 340 valued at $6.8 million are with experts and technicians in a variety of specialized fields, besides other contracts with individuals performing as interpreters.

Colombian exporters must turn in exchange earlier

The Colombian Monetary Board has shortened the time period in which exporters of minor products must surrender their foreign exchange from 180 to 90 days. The fine for non-surrender is increased from 10 to 100%.

Exporters are allowed to retain up to 10% of exchange earned in order to make payments on foreign currency obligations assumed abroad in connection with their exports.

Drop in government procurement hides substantial rise in German commercial imports of U.S. goods

Private buyers increased purchases from U.S. by 18% in '64; imports of precision and optical instruments make biggest gain

Although German statistics show a rise of only 1% in total imports from the United States during 1964, commercial imports rose by 18%. A sharp drop of approximately 41% in Federal German Government purchases from the United States accounted for the difference.

Total imports rose from $1,988 million in 1963 to $2,017 million in 1964. Commercial imports climbed from $1,420 million to $1,680 million and German Government purchases dropped from $570 million to $335 million.

Of the several commodity areas showing significant growth in 1964, the most outstanding was the precision and optical instruments group. Imports from the U.S. in this group rose by 81% to $31.6 million, due largely to a $9 million increase in deliveries of aeronautical and nautical instruments and a $1.2 million rise in camera imports. The latter resulted chiefly from the introduction of the Kodak "Instamatic" line on the German market.

Deliveries of U.S. finished chemical products rose by 22% to $154 million. In this grouping, plastic materials rose 16% to $51 million and photo-chemical products, chiefly films, were up 41% to $7.6 million.

German imports of U.S. non-ferrous metals rose by 38% to $82.9 million, with main increases being in copper waste and scrap, copper pig for refining, alloyed aluminum pig and aluminum waste and scrap.

Electronic sales up

Electric and electronic imports from the U.S. were 23% larger, totaling $86 million. The chief items showing increases were radio communication equipment, electronic computers, electric and electronic measuring and testing devices, and electronic tubes, diodes and photo cells.

Deliveries of U.S. machinery showed a 7% gain in 1964, moving to $188.1 million. Increases were shown in building machinery and appliances, deep drilling and mining equipment, steam turbines, air conditioning and ventilating machinery, agricultural machinery (other than tractors), textile machinery and accessories, metal cutting machine tools and slide bearings, couplings and other transmission components.

German imports of American machinery such as non-cutting machine tools, card punching machines, steelworks and rolling mill equipment, non-electronic calculating machinery, material testing equipment and accounting machines, cash registers and similar devices declined.

Imports of industrial fats and oils were up 34% to $15.6 million, and lumber and wood pulp imports were up 21% to $41.8 million. German imports of U.S. motor vehicles and aircraft rose 34% to $107.5 million.

Agricultural products also experienced some gains. German imports of U.S. wheat rose by 22%, other grains by 28%, cotton by 56%, edible fats and oils by 29%, and hides and skins by 39%.

Other sectors showed a decline in purchases from the United States. Imports of fruits, vegetables and juices dropped by 19% to $36.8 million. Deliveries of petroleum products went down 33% to $11.2 million and rolling mill products declined 23% to $9.8 million. Hard coal imports fell off by 4% in 1964 to $73.4 million.

Recent reports indicate that German imports from the U.S. remained high through the middle of 1965. German imports of U.S. goods totaled approximately $700 million through April, roughly 11% higher than in the same period of 1964. This figure is particularly impressive since the period included the shipping strike in the Eastern U.S. ports.

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Proposed law would curtail Philippines' imports of movies

A bill to protect the Philippine movie industry, unsuccessfully introduced in the Philippine Congress in May 1964, is expected to be revived this year. Known as the "Villareal Bill," it would assist the movie industry by providing incentives and discouraging entry of foreign films.

The major feature of the bill would impose a tax of 2 pesos (about 50 cents) per linear meter on all foreign produced motion pictures releases in the Philippines. The cost of importing motion pictures would be increased sharply.

The bill also reduced by 75% the amusement tax levied at theater box offices when Philippine pictures were being shown, and granted Philippine producers income tax credits equivalent to 20% of their foreign exchange receipts.

There are 631 motion picture theaters in the Philippines. Provincial theaters generally exhibit Philippine films at fairly low admission prices, while imported films are shown in the larger metropolitan areas. During 1964, there were 534 feature films released in the Philippines, of which 241 were United States films, 145 Philippine, and 20 British, with 128 coming from other countries. Five hundred and twenty-four feature films were released during 1963, of which 221 were United States films.

Philippine motion picture producers released 145 movies to viewing audiences during 1964, seven less than in 1963. There are reportedly some 50 producers in the Philippine motion picture business. However, in 1964 only 31 of them released films.

Independent producers continued to account for a large part of total production, using equipment, studios, and facilities rented from the four major film companies. The leading producer in 1964 was Tagalog Ilang-Ilang with 18 feature films, followed by Sampaguita Pictures and Larry Santiago with 15 apiece.

Brazilian companies will enlarge power system with U.S. aid

American goods, services to be procured for expansion program

Two Brazilian private utility companies plan expansion of electric power distribution in the country's industrial heartland and will procure directly from the U.S. $25 million worth of materials and services.

Rio Light, S.A., and Sao Paulo Light, S.A., will extend power lines in their 11,500 square-mile service area in the states of Guanabara, Rio de Janeiro and Sao Paulo. Together, the companies distribute about 50% of all power consumed in Brazil.

Both light companies are wholly-owned subsidiaries of the Brazilian Traction, Light and Power Co., a holding company with headquarters in Toronto, Canada.

Two Alliance for Progress loans, totaling $40 million, from the Agency for International Development, supplemented by local financing will make expansion possible.

AID has authorized $25 million to Rio Light and $15 million to Sao Paulo Light. The direct procurement of the U.S. goods and services will be financed through these loans. The $15 million balance will finance part of the project's local costs.

Financing outlined

Total cost of the tri-state project is the equivalent of $122 million of which $82 million will be provided by Brazilian sources. Of the total amount, $95 million represents equipment orders and the balance the cost of labor and technical services.

The light companies will repay their respective loans to AID in dollars within 18 years, with a three-year grace period.

To ease the impact of repaying the loans in foreign exchange, the Brazilian Government may elect to receive the loan payments from the borrowers in cruzeiros and then assume the dollar repayment obligation.

In that event, the Government would repay the loans in dollars over 40 years, including a 10-year grace period.

U.S. equipment, services to go to Venezuelan plant

U.S. machinery, equipment, supplies and services will be purchased for Venezuela's first aluminum reduction plant.

Aluminio del Caroni, S.A. (ALCASA), owned jointly by Corporacion Venezolana de Guayana, an agency of the Venezuelan Government, and Reynolds International, Inc., a subsidiary of Reynolds Metals Co., Richmond, Va., will set up the plant to help meet Venezuelan demand for aluminum and aluminum products.

The plant will be located at Santo Tome de Guayana, 350 miles east of Caracas near the Orinoco River, where an adequate power supply exists. Upon completion, the ALCASA plant will have an annual ingot production capacity of 22 million pounds.

There will also be a hot rolling mill, a cold mill and sheet finishing facility, and a direct cast rod mill to serve the electric cable industry.

Total cost of the new facility will be about $22.5 million, including local costs.

A $12.5 million Alliance for Progress loan has been authorized by the Export-Import Bank to ALCASA to finance the costs of the U.S. goods and services.

The Eximbank loan is repayable over 12 years beginning in 1969.

Brink's to establish business in Israel

Brink's Israel of Delaware, Inc., and Brink's, Inc., both of Chicago, will establish electronic protection systems and armored car operations in Israel with 90% of the equipment from the U.S.

Brink's project includes setting up a business to operate armored cars, manufacture and operate electronic signal protection devices, and a training school for the operation and installation of security systems.

Brink's Israel is investing in Brink's Israel, Ltd., an Israeli corporation, in exchange for 70% of that company's outstanding shares. Brink's Inc., is supplying technical advice in exchange for royalty payments amounting up to 5% of the gross revenues for over 22 years.

The Agency for International Development has issued an investment guaranty totaling $1.1 million to the Brink's corporations to protect their investment against inconvertibility, expropriation, war, revolution and insurrection as well as inconvertibility of royalty payments.

U.S. export rights denied permanently to Canadian trader

Privileges lost for illegally reexporting motor coach to USSR

Jean Morvan, who is in the import-export business in Montreal, Canada, has been denied U.S. export privileges during the life of the Export Control Act, for illegally reexporting a passenger motor coach of U.S. origin from Canada to the Soviet Union, after falsely representing to the Canadian authorities that the vehicle was manufactured in that country.

This is a criminal offense under Canadian law, and earlier this year, Morvan pleaded guilty to charges in a Montreal court and was fined $1,000.

In November 1964, Morvan was denied U.S. export privileges temporarily, pending further investigation of the case by the Department of Commerce's Bureau of International Commerce.

Dates back to 1961

The case dates back to the reexportation in late 1961 of the $36,000 motor coach which came from the Canadian affiliate of a U.S. manufacturer.

The respondent knew that the vehicle was of U.S. origin and that under U.S. law reexport without prior authorization of the United States Government was forbidden, according to BIC.

Morvan is denied the right to participate in any export activities involving U.S. commodities or technical data; the restrictions also apply to his employees or agents, and all other parties are forbidden to engage with him in export operations involving U.S. commodities or technical data.

FLAVORS, ESSENCES, OILS

Manufacturer of concentrated fruit essences and flavors for confectionery, biscuits, chocolates and pastries would like to be licensed by a U.S. company for the manufacture of flavors, essences and essential oils for confectionery to supplement its production program.

Write: Silesia Gerhard Hanke KG, Essenzenfabrik, 12 Friedenstrasse, 4 Duesseldorf, Germany. WTD.

Senegal encourages small private investments by liberalizing rules

More ventures now will qualify for 'priority,' 'contract' status, customs and tax benefits

Senegal has liberalized its Investment Code to allow smaller investments than contemplated in the original code to qualify for the status of "priority" or "contract" enterprises and enjoy the tax and customs benefits to which the two categories of investments are entitled.

The liberalization was authorized by the National Assembly in an effort to encourage private investment, particularly medium-sized investment.

Under the original code, an enterprise had to invest about $400,000 or create jobs for 100 Senegalese in order to be approved as a "priority" enterprise. The new change reduces the minimum figure to about $160,000 or 40 Senegalese employees.

To decentralize industry, the modifications provide that a "priority" status can be given to enterprises establishing outside the region of Cape Vert if the investment is about $80,000 or if 20 permanent jobs are created for Senegalese.

Duty exemptions

Another article of the modification increases the tax and customs benefits given to "priority" enterprises in the original code.

Spare parts recognizable as belonging to equipment connected with the investment will be exempt from import duties and taxes for five years instead of the period of the investment.

Primary materials not produced in the West African Customs Union that will be used in the manufacture of the finished product will be admitted temporarily and not be subject to customs duty.

Buildings constructed under the investment program will now be exempt from the building tax for at least 15 years instead of a maximum of 15 years as contemplated in the original code.

Minimum reduced

The minimum investment of about $4 million over a three-year period for "contract" enterprises under the old code has been reduced to about $2 million.

An article which established the Council of Ministers as the competent body to issue the decree approving the granting of a privileged status to an enterprise has been abrogated and a separate system has been provided for each category.

For "priority" enterprises, a decree shall be issued on the joint motion of the Ministers of Finance and those ministers charged with the responsibility for the Plan and for Industry as well as other competent ministers.

For "contract" enterprises, the Chairman of an Inter-Ministerial Committee which had been organized by the Ministry of Finance is empowered to issue the decree of approval.

For a copy of the new law in French, on loan, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Holders of the Overseas Business Report "Investment Law of the Republic of Senegal" (OBR 62-31), which contains the text of the 1962 code, should note these changes.

Ireland's import quotas

The Irish Government has announced in separate actions the following global import quotas.

60,500 brushes, brooms, and mops for April 1, 1965-March 31, 1966; 605 long tons of superphosphates for July 1, 1965-June 30, 1966; $6,776 for laminated springs for vehicles and component parts for April 1, 1965-March 31, 1966; and 82,500 pairs of leather boots and shoes for July 1, 1965-Dec. 31, 1965.

Extra invoice required

Effective Sept. 1, Sierra Leone will require an extra copy of the invoice for clearing goods through customs.

The extra copy should be attached to the relevant copies of the bills of entry at the time of presentation to customs.

U.S. exporters should be certain an extra copy of the invoice is made available to their Sierra Leone importers.

Uruguay sets new patent procedures

Uruguay has approved a decree to speed up the procedure for granting patents.

Under the revision to Article 3 of a 1942 patent law, patent applications now have only 180 days (after the date on which their application is recorded) in which to publish, at their own expense, an extract of their application in the Diario Oficial. Formerly no specific deadline was enforced.

A revision to Article 8 of the same law provides that the Bureau of Industrial Property will award the patent immediately upon termination of the opposition period and the applicant's payment of the required fees. The Bureau was previously required to consult the Chamber of Industries, the Bureau of Industries, and other bodies before awarding the patent.

Should formal opposition to the granting of a patent arise during the opposition period, the appropriate bodies will still be consulted by the Bureau of Industrial Property and asked to give their appraisal of the matter.

Where patent applications are of concern to the Ministry of Defense or to a semi-autonomous governmental unit, the Defense Ministry or the interested unit will be consulted.

The decree was approved last May 13, and patent applications which were being processed at that time are covered by the new procedures.

Ivory Coast announces new agricultural program

The Government of the Ivory Coast has announced a new agricultural program aimed at self-sufficiency in food production, mechanization for the benefit of the small African farmer, and further diversification of export production. In order to carry out this new project, the Government plans to import $12 million of machinery and equipment in 1965-66. Purchases of the same amount are forecast in 1967.

Both wheeled and treaded tractors, motor graders and scrapers, and related equipment will be imported. This machinery and equipment will be used for clearing and preparing new land in both savannah and forest regions for the production of palm oil, rice, corn and cotton.

Pharmaceutical plant sought for Liberia

Establishment of a pharmaceutical plant in Liberia offers an investment opportunity, according to a market study made by a U.S. consulting firm on behalf of the Liberian Development Corp.

Data on local labor, utility, maintenance and rental charges for a plant site in the Monrovia Industrial Park are detailed in the 24-page study.

Entitled "Potential Market for a Pharmaceutical Plant in Liberia," the study points out that Liberia has no pharmaceutical industry of its own and depends entirely upon imports, mainly from the U.S., Great Britain and Germany, to meet its growing demand. The current value of the total market is estimated at $1.25 million with a growth potential of up to $2 million by 1970.

The Liberian Government encourages local manufacturing and offers an investor various incorporation, investment, tax and regulatory advantages.

Land ready

Land for a compounding plant is available at an advantageous rate in the Monrovia Industrial Park, five miles from the free Port of Monrovia.

A high voltage primary electric power line connects the park with a nearby Monrovia Power Authority plant. With skilled labor scarce, training of local help would be a requirement. It is reported that the Liberian Development Corp., offers technical assistance to potential investors interested in making a pre-investment investigation of this opportunity.

For a copy of the market study, **Write:** Liberian Development Corp., P.M.B. 9033, Dept. of the Treasury, Monrovia, Liberia.

U.S. licensee requested for spreader production

A manufacturer of an automatic sand spreader offers a license for its production in the U.S.

The spreader is currently in use in all Nordic countries. The firm states that the advantages of its product are an even spread of sand with no waste and labor saving automatic features. It believes that the spreader would be suitable for use by all highway departments in areas having snow and ice problems.

For additional information and the name and address of the firm, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to File 1025-R.

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Room 6059B, Department of Commerce, Washington, D.C. 20230.

License to make cable boxes, valves requested

A license to manufacture high tension cable boxes, pot heads, oil fuel cut outs and special valves for industrial uses is requested by a Mexican firm now producing steel valves, fittings, electrical apparatus and similar equipment.

To protect local manufacturers, the above products are subject to import controls. Details of licensing arrangement are to be negotiated.

Write: Constructora de Aparatos Mecanicos y Electricos, S.A., Av. Ferrocarril No. 99, Col. Moctezuma, Mexico 9, D.F. WTD.

Sudan seeks U.S. firm to make feasibility study

The Sudan Government is considering establishment of a chemical fertilizer plant and is anxious to contact a U.S. firm interested in conducting a feasibility study for such an operation.

The proposed plant would be expected to produce urea, ammonium sulfate and ammonium nitrate. If the study indicates that the project is economically feasible there are plans to organize a local company and seek approval of the venture as an "approved enterprise."

Write: Sayed Abdalla Abdel Latif, Senior Agricultural Engineer, Ministry of Agriculture, Forests and Land Uses, P.O. box 285, Khartoum, Sudan.

FASTENING DEVICES

Manufacturer and exporter of high-tensile steel screws, bolts and nuts; sections made from carbon steel, hardened steel, stainless steel, acid resistant steel and heat resistant steel; bolt setting tools; and vibration drilling machines; bolts and accessories is interested in being licensed by a U.S. company to manufacture industrial fastening devices of all kinds (bolt, cavity and screw) to supplement its production program.

Write: Carl Bauer, Schraubenfabrik, 28 Solinger Strasse, 56 Wuppertal-Oronenberg, Germany. WTD.

RESIN

A manufacturer of paints and varnish seeks a licensing arrangement with a U.S. firm to produce resin for one-coat-painting through electrophoresis.

Write: Hans Streit AG, Polar Junkholzstrasse 4, 8500 Frauenfeld, Switzerland. WTD.

SHEET-IRON PRODUCTS

Manufacturer of washing machines seeks U.S. licensing rights on products made of painted or enamelled sheet-iron, such as bathrooms, heating and electric household equipment.

Write: Ets. Calux & Fils et Cie, Usine de Beauregard, Brive (Correze), France. WTD.

ULTRASONIC MARINE SOUNDERS

Manufacturer of ultrasonic equipment seeks U.S. licensing rights on ultrasonic marine sounders for small boats.

Write: Realisations Ultrasoniques "Ultrasonic" 9 Chaussee de Paris, Meaux (Seine et Marne) France.

Ecuador offers opportunity to develop virgin timber

The Government of Ecuador plans to develop a 3.5 million acre tract of virgin forest containing mixed tropical lumber located in the country's northwest and is interested in proposals from U.S. firms for establishing integrated forest products industries in the area.

Basic to the project is a pulp and paper facility as well as a sawmill and plywood plant. Feasibility studies would be a prerequisite before implementation of the project.

In a memorandum "Forest Investment Opportunities—Ecuador," the Ecuadorean Forestry Department describes the boundaries of the area to be developed (the seaport of San Lorenzo is in the northern sector), responsibilities of the Government and any firm undertaking the project, and the form of proposal required of an interested firm.

Write: Direccion General de Fomento Forestal, Ministerio de Agricultura, Quito, Ecuador.

For a copy of the three-page memorandum outlining proposal requirements, along with a map showing the project area, **write** (under letterhead): Office of International Investment, Bureau of International Commerce, File IRD-H, Department of Commerce, Washington, D.C. 20230.

Mexican cracker producer requests joint venture

A Mexican firm, whose principals have had nearly 50 years experience in the cracker, cooky and pastry business, seeks a joint venture with a U.S. company in the same field or some other branch of the food industry.

Assistance in production and marketing as well as some financial support are requested of U.S. collaborator. Details of the arrangement will be negotiated.

Write: Galletas y Pastas, S.A., Nueva Sto. Domingo No. 232, Atzcapotzalco 16, D.F., Mexico. WTD.

U.S. joint venture firm to build Laotian highway

Grove Jones, a joint venture between J. A. Jones Construction Co., Inc., of Charlotte, N.C., and Grove Shepherd Wilson and Kruge, Inc., of New York, is constructing an Agency for International Development—financed highway in Laos under a contract with the Department of Commerce's Bureau of Public Roads.

The highway will extend from Nam Ca Dihn to Nam Ilin Boun in Khammouane Province.

AID has issued the first specific risk investment guaranty in Laos to the firm. The guaranty totals $3 million and covers the investor's road building machinery against war, revolution, insurrection and expropriation.

LIGHTING EQUIPMENT

Manufacturer of electrical lighting equipment, electric heating equipment, boilers and water heaters seeks U.S. licensing rights on lighting equipment, especially for theatres.

Write: Clemancon-Compagnie Generale de Travaux d'Eclairage et de Force, 23 rue Lamartine, Paris 8, France. WTD.

POULTRY-BREEDING

U.S. licensing rights sought for making poultry breeding equipment by manufacturer of poultry breeding equipment and household articles made of galvanized sheet-iron.

Write: SELECTO—E. Mazarguil & Cie, 123 rue Saint-Denis, Dreux (Eure-et-Loir), France. WTD.

WASHING MACHINES, DISHWASHERS

Manufacturer of washing machines, dryers, dishwashers seeks joint venture to produce U.S. washing machines and dishwashers.

Write: Belgian Consulate General, Industrial Section, 50 Rockefeller Plaza, New York, N.Y. 10020.

SLIGHT CHANGE

If you're planning on going to the Levant Fair in Bari, Italy this fall, you'd better change the travel plans slightly.

The fair will be held Sept. 7-20 instead of Sept. 10-23 as reported earlier.

INSTRUMENTS

A leading manufacturer of telephone instruments and equipment for postal authorities and railways is interested in obtaining licenses from a U.S. manufacturer for the production of automated electromechanical or electronic instruments.

Write: Hagenuk vorm. Neufeld & Kuhnke GmbH, Westering 431-451, Kiel, Germany. WTD.

Mexican wants license to make toilet articles

A Mexican firm, established in 1896, producing medicinal and toilet products, seeks a license to make essences, medicines, perfumes, detergents and toilet soap.

These products are subject to import controls by the Government to protect local manufacturers. Details of licensing arrangements, probably on a royalty basis, will be worked out with the U.S. collaborator.

Write: Laboratorios Devals, S.A., Puebla No. 350, Mexico, D.F., Mexico. WTD.

Honduran manufacturer seeks U.S. assistance

A Honduran manufacturer of resin and turpentine seeks a joint venture with U.S. firm in a position to offer financial support and managerial talent.

The plant, rebuilt after a fire in 1962, is not yet producing at its full capacity, according to owners, largely due to lack of working capital and proper supervision. Raw materials are plentiful and good markets are available.

Write: Fabrica de Aguarras y Colofonia, Sabanagrande. Francisco Morazan, Honduras. WTD.

License to make shoeshine goods wanted in Mexico

A Mexican company would like to obtain a license to manufacture varnishes and finishes for the shoe industry.

The firm is familiar with the shoe trade as it has been active for the past 15 years in the importation and distribution of supplies to the industry. Details of the licensing agreement are to be negotiated with the U.S. collaborator.

Write: Peleteria Hale, S.A., Bolivar No. 101, Mexico, D.F., Mexico. WTD.

JOINT VENTURE

Manufacturer of hydraulic equipment and pumps is interested in a joint venture with an experienced U.S. firm engaged in related activities in order to increase and diversify its current industrial production.

Write: S.A. Pompes Ledoux, No. 12 Rue Marcel-Sembat at Begles, France. WTD.

Bids requested by Canada for construction of 884 steel transmission towers

The British Columbia Hydro & Power Authority, 970 Burrard St., Vancouver, invites bids to construct and deliver 884 steel transmission towers of varying design. The towers will be used in two major sections of a 574-mile extra high voltage transmission line between the Peace River power complex and Vancouver.

The towers under this contract will be installed along the powerline extending north of Prince George and south to Kelly Lake in southern Cariboo.

Bid deadline is noon, Aug. 17. Bids will be opened at 2 p.m. The Tender No. is CQ 1744 Contract No. 36, for which the new contract documents are available from the above Authority.

The two previous contracts totalling $3.4 million have been awarded. (INTERNATIONAL COMMERCE, Aug. 3, 1964, Aug. 31, 1964, and April 26).

A fourth contract to provide towers for the final 125-mile long section from Boston Bar to Vancouver is planned to be let early in 1966.

Iraq issues tender for HF radio telephone needs

The Central Foreign Purchasing Board has issued tender No. 21/65 calling for the supply and installation of 25 200-300 watt HF transmitters and receivers for point-to-point radio telephone and CW communications.

The bid deadline is Sept. 11. The equipment is for the Directorate General of Police.

Terms and specifications may be obtained from the Central Foreign Purchasing Board, Ministry of Finance, Baghdad, Iraq, against payment of $2.80 per copy, plus 90¢ to cover air mail to the U.S.

Loan copies of the specifications are available to firms located in the U.S. from the Electronics Division BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Libya invites printing bids on maps, tourist literature

The Tourism Department of the Libyan Government is inviting the submission of tenders for the supply, printing and preparing of tourist literature and maps. Conditions and specifications can be obtained from the Tourism Department in both Tripoli and Benghazi, Libya.

Submission deadline is 10 a.m., Aug. 9.

Tenders are to be submitted in a sealed envelope bearing the number 645, and the title, "Import, Printing, and Preparing Guides and Touristic Maps," addressed to the Secretary, Central Tenders Board, Ministry of Finance, Shiara Shatt, Tripoli, Libya.

A guarantee amounting to 200 Libyan Pounds (approx. U.S. $5,600) must accompany the tender either in the forms of a receipt for the amount issued by the Treasury of the Government of Libya, or in the form of a guaranteed check or a letter of guarantee (valid for three months) issued by a bank in Libya and addressed to the Secretary, Central Tenders Board.

Bidders' letters must mention license number, place and date of issue and expiration, and type of work authorized for. The successful bidder will be required to pay a 10% deposit of tender value when signing the contract. The Central Tenders Board reserves the right to reject any tender.

Pakistan to build plant for clinker grinding and cement bagging; seeks bids

The Chief Purchase Officer, East Pakistan Industrial Development Corp., EPIDC House (3rd Floor), Motijheel, Dacca 2, has issued Tender No. PD-IV/6585/3440 for the establishment, on a turn-key basis, of a clinker grinding and cement bagging plant at Mongla, E. Pakistan.

The plant is to have a packing capacity of 80-100 long tons per hour. Machinery and equipment are to include a clinker grinding mill with provision for a gypsum crusher, raw materials and finished products handling equipment and an electric generating set. Services are to include supervision of erection work.

Bid deadline is Sept. 15.

Specifications are available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Bids invited by Korea for VHF radio equipment

The Office of Supply, Government of the Republic of Korea, has issued tender No. KFX-5084-F calling for various pieces of VHF radio equipment for a mobile radio system for the Korean Electric Co.

Wanted are four base stations, one with 300 ± 50 watt P.E.P. and three with 50-60 watts P.E.P., with remote control unit and accessories and spare parts, 12 mobile units, 10 units of 30 watts, and 2 units of 50 watts, output, and 12 portable transceivers, of 1-2 watts output, all operating in the 25 to 50 Mc/s range.

Also wanted are 10 mobile transceivers, with 30 watts output, operating in the 148-170 Mc/s range.

The closing date for this tender is Aug. 14.

Loan copies of the invitation for bids are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Bid deadline extended

The Proveeduria General de la Republica, Avenida Espana 613, San Salvador has extended the bid deadline on tender No. 79 (65) for 40,000 ordinary passport booklets from Aug. 9 to Aug. 25. (INTERNATIONAL COMMERCE, July 26). Telephone: 202-WO 7-4115.

Two more housing projects in Peru open to U.S. bids

The Government of Peru is inviting bids on construction with financing of the No. 2 housing development called "Centenario." Costing about $7.5 million, the development is planned for 1,590 units with additional construction to include markets, schools, community centers, and stores.

The "Centenario" tender No. is L.P. 16-1965. Deadline to submit bids is Sept. 30, 10:30 a.m.

The third planned development, called "Salom," is budgeted to cost approximately U.S. $6,986,000 and will include 960 units in addition to markets, schools, community centers, and stores.

The tender No. for "Salom" is L.P. 17-1965 and the bid deadline is Oct. 18, 10:30 a.m.

Bid deadline for the first development, "Baquijano," is Sept. 16. (INTERNATIONAL COMMERCE, July 19).

All correspondence is preferred in Spanish.

Specifications for both projects are available for approximately U.S. $373 for each development from Junta de Obras Publicas del Callao, Oficina Tecnica, Avenida Guardia Chalaca, cdra. 11A, Callao.

Steel water pipeline planned by Honduras

Honduras invites interested U.S. construction firms to submit bids for the laying of a steel water pipeline ranging in size from 16" to 22" in diameter. San Juancito to El Picacho is the location for this pipe-laying.

The deadline to submit bids is before 4 p.m., Aug. 23. The public opening of the bids will be at 3 p.m. the next day.

Specifications, plans, instructions and bid forms are available for U.S. $300 from the offices of Servicio Autonomo Nacional de Acueductos y Alcantarrillados in Tegucigalpa.

El Salvador needs cement

Reconstruction needs, resulting from the earthquake of May 3, have greatly increased El Salvador's requirements for cement. The domestic industry is producing only 150,000 bags of cement a month, half of the country's normal production. This condition is expected to prevail until September.

In order to alleviate the shortage, the Legislative Assembly of El Salvador is considering a law which would permit the importation of 500,000 42-kilo bags free of duty up to Oct. 31.

This may be an opportunity for U.S. exporters to contact their local agents in an attempt to get this business.

Prices of local grey cement, normally $1.40 to $1.60 a bag depending on quantities ordered, are reported to have advanced 20¢ to 30¢ a bag because of the shortage. The price of Guatemala cement is reported to have risen from $1.05 to $1.30 a bag. German and Italian cement is said to be quoted at 90¢ to $1 a bag, c.i.f. La Libertad.

Saudi Arabia seeks more companies to prequalify for port expansion job

The Director General of Ports & Lights invites additional companies to file prequalifications for inclusion in the selected list for tender invitations in Jidda's major port expansion, estimated at $22 million.

Qualification papers must be submitted by Aug. 12. (INTERNATIONAL COMMERCE, June 14, p. 80).

Specifications and designs will probably be sent for approval to the Council of the Minister about Sept. 7. A quick approval of the designs is expected.

Iraq invites bids on buckles, buttons and clothing material

The Directorate of Contracts & Purchases, Ministry of Defense, Baghdad, has issued tender No. ORD/69/65, with a bid deadline of Aug. 21, which includes, but is not limited to, 100,000 waist buckles for army jackets; 3,000 gross two-piece collar hooks; 23,000 gross plastic buttons of various sizes and colors; 10,000 rolls (100 yards each) white thin elastic rubber for underwear, 5,000 meters lining cloth for sleeves; 5,000 meters black lining cloth and 8,000 meters buckram.

Tender terms and specifications are available to firms located in the U.S. from the Consumer Durables Division, Rm. 4420, BDSA-6270, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4387.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts., Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApital 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6002 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-3920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, 300 Booth St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 909 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field crop farms

AUSTRALIA—Peanuts, Virginia Bunch and Red Spanish in the kernel, Virginia Bunch in the shell. P.D. & D.M. O'Keefe (importer, retailer, wholesaler, processor), 2 Lyle St., Hurstville, N.S.W. WTD 7/7/65.

KOREA—Malting barley for beer manufacture. Doo San Industrial Co., Ltd. (importer, exporter), Kwangwhamoon P.O. Box 280, Seoul. WTD 7/9/65.

201 Meat products

FINLAND—Casings for sausages, related products, supplies for manufacture of casings. Requests full details, prices, descriptive literature. Kommandiitiyhtio Liukko & Co. (manufacturer), Nastola. WTD 7/7/65.

GERMANY—Poultry, particularly turkeys, whole and portioned. "Jaegermeyer", Jaeger & Meyer (manufacturer, wholesaler), 75 Karlsruhe/Baden, Amthausstrasse 16. WTD 7/12/65.

203 Canning, preserving foods

NETHERLANDS—Concentrated orange juice. Direct purchase and/or agency. Requests samples and price lists. Desires exclusive representation for the Common Market countries. N.V. v/h Firma J.van Pembroek & Co. (importer, sales agent), 3-22 Industrieweg (P.O. Box 34), Nieuw-Loosdrecht. WTD 10/7/64.

204 Grain mill products

FRANCE—Raw materials for preparation of feeds for animals and fowls. S.A.R.I.A. (Societe Anonyme de Recuperation Industrielle et Agricole) (manufacturer, importer, dealer), Franklin-Building, Le Havre, Seine-Maritime. WTD 4/1/64.

Raw materials for preparation of feeds for animals and fowls. Societe des Specialites Agricoles et Chimiques (importer, wholesaler, retailer), 53 Bld. Haussmann, Paris 9e. WTD 4/6/65.

207 Confectionery, related products

FINLAND—Chewing gum; interested in brands not currently available in Finland. Requests full details, prices, terms. O/Y Suomi Trading Co., Ltd. A/B (importer, wholesaler), Annankatu 13, Helsinki. WTD 7/8/65.

209 Food preparations

AUSTRALIA—Tuna oil. Swift & Co. (Trading) Pty. Ltd. (importer), 149-155 Milton St., Ashfield, N.S.W., Attn: Division "Q". WTD 1/28/65.

FRANCE—Soybean oil, byproduct cake and meal. Requests replies in French. Huileries de Chauny (manufacturer, dealer), 14 Rue Alexandre Bachelet, Boite Postale No. 40, St. Ouen-Principal (Seine). WTD 4/6/65.

Fish meal. Saufecc (Societe d'Autolyses Fraiches Energetiques de Concentres Consommables) (agent), 6 Rue de Reims, Paris 13e. WTD 4/1/65.

220 Textile mill products

AUSTRALIA—Plain and fancy textile piecegoods, fur-type fabrics, women's ready-made neckwear. Mollard & Williams (importer, manufacturer, wholesaler), 238 Flinders Lane, Melbourne, C.1, Victoria. WTD 6/11/65.

BELGIUM—All kinds of fabrics for household furnishing and decoration, high quality; direct purchase or exclusive agency for Belgium and Luxembourg. Etablissements E. Vincent & Fils, S.P.R.L. (importer, wholesaler, agent), 29 Rue de Wynants, Brussels. WTD 6/29/65.

221 Broad woven fabric mills, cotton

FRANCE—Printed and unicolor cotton for sale in France. Direct purchase and agency. Requests replies in French. Walliser & Cie (importing wholesaler), 9 Rue du 17 Novembre, Mulhouse, Haut-Rhin. WTD 7/7/65.

GERMANY—Fabrics used for theater and TV stage decorations, including grey cloth and grey veiling in widths up to 25 feet; molleton (canton flannel) in various colors; bobinet; velours for stage curtains. Direct purchase and agency. Fritz Koehn (wholesaler, sales agent), 77/79 Am Wall, 28 Bremen, West Germany. WTD 7/23/64.

222 Broad woven fabric mills, manmade fiber, silk

FINLAND—Draperies and related household textile products for department store use. Requests full details, prices, terms. O/Y Suomi Trading Co., Ltd. A/B (importer, wholesaler), Annankatu 13, Helsinki. WTD 7/8/65.

FRANCE—Artificial fiber fabrics for sale in France. Direct purchase and agency. Requests replies in French. Walliser & Cie (importing wholesaler), 9 Rue du 17 Novembre, Mulhouse, Haut-Rhin. WTD 7/7/65.

224 Narrow fabrics, smallwares mills

HONG KONG—Narrow fabrics: Dacron polyester 55%, worsted 45%; Dacron polyester 50%, worsted 50%; in 2 ply x 60's to 80's. Desires to act as exclusive selling agent. Prices c&f Hong Kong. Samples requested. Cheong Hing Store, Ltd. (department store), 72 Nathan Rd., Kowloon, Hong Kong. Cable Address: CHINESTO Hong Kong. WTD 12/16/64.

SOUTH AFRICA—Braids and cords for use on "Cornely" machines. Union Badge Co. (Pty.) Ltd. (manufacturer), P.O. Box 3477, Cape Town. WTD 7/9/65.

225 Knitting mills, products

ENGLAND—Women's ready-to-wear knitwear, suits, dresses. Knitted piece goods. Agency and direct purchase. Shannon, Kelting & Co. (London) Ltd. (manufacturer, exporter, importer), 76-78 Mortimer St., London, W.1. WTD 5/24/65.

FINLAND—Women's hosiery, men's socks; men's and women's gloves, mittens; related items; for department store use. Requests full details, prices, terms. O/Y Suomi Trading Co., Ltd. A/B (importer, wholesaler), Annankatu 13, Helsinki. WTD 7/8/65.

FRANCE—Men's underwear and nightwear; men's knitted outerwear, such as jackets, sweaters of all types, including pullovers. "Caesar"—Stella Arbiter (SARL) (manufacturer, importer, dealer), 40 Rue des Jeuneurs, Paris 2e. WTD 4/5/65.

227 Floor covering mills, products

GERMANY—Carpets and rugs, unified color, all types and sizes. Teppich-Engelhardt, Inh. H. & H. Engelhardt (importer, wholesaler, retailer), 68 Mannheim/Baden, 06, 3, an den Planken. WTD 7/13/65.

229 Textile goods

ENGLAND—Dress piece goods, all kinds. Rose & Hubble Ltd. (importer, wholesaler), 6/8 Long Lane, London, E.C.1. WTD 5/26/65.

FINLAND—Clotheslines, cloth or fabric shopping bags, related items, for department store use. Requests full details, prices, terms. O/Y Suomi Trading Co., Ltd. A/B (importer, wholesaler), Annankatu 13, Helsinki. WTD 7/8/65.

GREECE—Lace, nylon (synthetic) or cotton mesh fabrics for footwear. S. Goritsas & Sons (importer, wholesaler), 14 Athinaidos St., Athens. WTD 6/30/65.

231 Men's, youths', boys' suits, coats, overcoats

FRANCE—Men's suits, coats, overcoats. "Caesar"—Stella Arbiter (SARL) (manufacturer, importer, dealer), 40 Rue des Jeuneurs, Paris 2e. WTD 4/5/65.

232 Men's, youths', boys' furnishings, work clothing

FRANCE—Men's shirts, including polo, sports, sweat shirts; men's nightwear, underwear, neckwear, separate trousers. "Caesar"—Stella Arbiter (SARL) (manufacturer, importer, dealer), 40 Rue des Jeuneurs, Paris 2e. WTD 4/5/65.

SWITZERLAND—Cowboy and sports wear, western style. Agence Sport-Jeune (importer, wholesaler, retailer), Chemin de l'Escalade 7, 1200 Geneva. WTD 5/10/65.

235 Hats, caps, millinery

HONG KONG—Summer and winter caps for men. The Dragon Seed Co., Ltd. (department store), 37-39 Queen's Road Central (P.O. Box 79), Hong Kong. Cable Address: DRAGONSON Hong Kong. WTD 9/8/64.

238 Apparel, accessories

FINLAND—Women's kerchiefs, mittens, related items, for gift shop or department store use. Requests full details, prices, terms. O/Y Suomi Trading Co. Ltd. A/B (importer, wholesaler), Annankatu 13, Helsinki. WTD 7/8/65.

243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Black walnut veneer, first choice, sliced or undressed. Requests replies in French. Marius Deviers (producer, importer, exporter), Sarlat, Dordogne. WTD 7/7/65.

LUXEMBOURG—Desires to purchase and install prefabricated wood houses. World Services International, Inc. (importer, manufacturer), European Division, 28 Rue Adolphe Fischer, Luxembourg Ville. WTD 8/27/64.

251 Household furniture

LUXEMBOURG—Household furniture, all types. World Services International, Inc. (importer, manufacturer), European Division, 28 Rue Adolphe Fischer, Luxembourg/City. WTD 8/27/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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252 Office furniture

CANADA—Office furniture, especially filing equipment, for exclusive distributorship. Mark J. Co. Ltd. (wholesaler, retailer), 1089 Beaver Hall Hill, Montreal. WTD 7/14/65.

261 Pulp mills, products

SWITZERLAND—Pulp, sulfate, wood, chemical, bleached and raw linters. Cosmo Handel (importer, agent), 16 Monbijoustrasse, 3000 Bern. WTD 6/28/65.

262 Paper mills, products

● **EL SALVADOR**—White bond paper, 10,000 reams of 500 sheets each ream. Tender No. 80(65), bid deadline Aug. 18. Correspondence preferred in Spanish. Proveeduria General de la Republica, Avenida Espana 613, San Salvador.★ (Telephone: 202-WO 7-3003).

● **IRAN**—Cigarette paper, white, chiffon quality, highly combustible, without nitrates or tartarates, with basis weight 20.5 grams per square meter; 150,000 bobbins, 28 mm x 4000 meters, having core diameter 12 centimeters. Bid deadline Sept. 18. Iranian Tobacco Monopoly, Teheran.★ (Telephone: 202-WO 7-3003).

264 Converted paper, paperboard products

BELGIUM—Wall paper, high quality; direct purchase or exclusive agency for Belgium and Luxembourg. Etablissements E. Vincent & Fils

S.P.R.L. (importer, wholesaler, agent), 29 Rue de Wynants, Brussels. WTD 6/29/65.

273 Books

NETHERLANDS—Scientific and professional books and periodicals concerning developments in chemical, organic-chemical, electro-technical, electronical, mechanical engineering and plastic fields; books concerning scientific management. Subject books for sale to high schools, universities, business firms. Direct purchase and/or agency. Firma van den Broek & Adolfs (importer, retailer), 5 Gronausestraat, Enschede. WTD 11/23/64.

281 Industrial chemicals

KOREA—Rubber processing chemicals. Chin Yang Chemical Co., Ltd. (manufacturer, importer, exporter), Room 502 Hyosung Bldg., 65-1 Sokung-dong, Choong-ku, Seoul. WTD 7/13/65.

SWITZERLAND—Chemical raw materials for detergents, soap, allied cleaning preparations. Cosmo Handel (importer, agent), 16 Monbijoustrasse, 3000 Bern. WTD 6/28/65.

282 Synthetic materials

GERMANY—Fiberglass reinforced plastic materials. Direct purchase and agency. Hermann Ruf, 68 Mannheim-Neckarau (manufacturer), Voltastrasse 19-21. WTD 7/12/65.

GREECE—Polyethylene, P.V.C. Manufacturer of plastics desires to purchase for own requirements. Athens Plastics—Kozakides-Katsaros & Co. (manufacturer, wholesaler), 18 Petrou Ralli St., Athens. WTD 6/30/65.

KOREA—PVC resin. Chin Yang Chemical Co., Ltd. (manufacturer, importer, exporter), Rm. 502 Hyosung Bldg., 65-1 Sokong-dong, Choong-ku, Seoul. WTD 7/13/65.

MOROCCO—Nylon thread, acrylic and polyester fibres; to be transformed locally into yarn. Requests quotations Casablanca. Leon R. Belicha & Co. Inc. (textile importer/agent), 54 Rue Pelle, Casablanca. WTD 6/29/65.

Polyester and polyurethane in powder or liquid composition, or any other advanced product for coating all wood, metal and cement surfaces (building and general purposes) in connection with cold and thermoplastic processes. Quotations Casablanca. Harris-Synor International (plastic coating shop), 371 Rue Mostapha El Maani, Casablanca. WTD 7/8/65.

283 Drugs

BELGIUM—Medicinal plants, dried: passiflora herbs, witch hazel, agrimony, orange peel. Les Planteurs (importer, exporter), 55 Grand'-Rue, Deux-Acren. WTD in preparation.

● **NEW ZEALAND**—Pharmaceutical preparations; chlorpromazine hydrochloride tablets, B.P. in three strengths: 25 mg; 250,000 tablets; 50 mg, 500,000 tablets; 100 mg; 750,000 tablets; all sizes to be packed in glass, airtight, light-resistant containers, 5,000 tablets each. Tender No. Health 17/8/408, bid deadline Aug. 17. The Directorate-General of Health, P.O. Box 5013, Wellington. Copies of tender may be obtained from the New Zealand Senior Trade Commissioner in the U.S.A., 1145 19th St., NW., Washington, D.C. 20036. (Telephone: 202-FE 8-8820).

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

ENGLAND—False eyelashes. Nichol Beauty Products Ltd. (manufacturer, sales agent), Old Farm Ave., Southgate, London, N.14. WTD 6/14/65.

FINLAND—Perfumes, hair and bath shampoo preparations, toilet articles and preparations, related products. Requests full details, prices, terms. O/Y Suomi Trading Co., Ltd. A/B (importer, wholesaler), Annankatu 13, Helsinki. WTD 7/8/65.

285 Paints, varnishes, lacquers

GERMANY—Varnishes or lacquers for wooden surface coating, polyester and/or nitrocellulose basis, clear and colored. Weissbach & Co. (manufacturer), Postfach 8510, 28 Bremen, West Germany. WTD 6/3/65.

286 Gum, wood chemicals

FRANCE—Paper-mill turpentine, residuals, related gum and wood chemicals. Les Derives Resiniques & Terpeniques (producer, wholesaler), 30 Rue Gambetta, Dax, Landes. WTD 6/29/65.

287 Agricultural chemicals

● **GREECE**—Aldrin or heptachlor, 40% or over, W.P., 60 tons; herbicide, 2, 4-D sodium salt, 70% and above, 80 tons; herbicide, 2, 4-D amine salt, not more than 40% acid, 20 tons; DDT, dust base concentrate, 75% and over, 30 tons; lindane, 99% gama isomer of BHC, 4 tons; BHC dust base, 12-18% gamma isomer, 4 tons; winter oil emulsion with DNOC, 30 tons; Vapam®, 30% 8 tons; Pentachloronitrobenzene, wettable, 75%, 2 tons; copper oxychloride-zineb mixture, W.P., 400 tons; melprex, wettable, 65%, 15 tons; zineb, wettable, 65% and over, 100 tons; triphenyl tinacetate, 60% W.P., 30 tons; DDT, 75% W.P., 70 tons; BHC, W.P., 12-36% gamma isomer, 6 tons; metaldehyde, 95%, 1 ton; dieldrin, 50% W.P., 8 tons; Sulfur, wettable, 5 tons. Tender No. 1900, bid deadline Aug. 17. The Agricultural Bank of Greece, 23, Venizelos St., Athens.★ (Telephone: 202-WO 7-3910).

289 Chemical products

GERMANY—Flavors, essences, essential oils for confectionery, chocolates, biscuits, pasteries. Direct purchase and/or agency. Requests quotations cif European ports. Silesia Gerhard Hanke KG., Essenzenfabrik (manufacturer), 12 Friedenstrasse, 4 Duesseldorf. WTD 5/17/65.

301 Tires, tubes

GERMANY—Automobile tires of all kinds, for passenger cars and trucks; direct purchase and/or agency. Requests quotations cif Cologne or Rotterdam, replies in German. Bodo Falk & Co. (importer, wholesaler), 54 Moltkestrasse, 5 Koeln a. Rh. WTD 7/7/65.

307 Plastic products

FINLAND—Shoe soles, heels, related items for use in shoe manufacturing. Requests full details, prices, terms, brochures. Direct purchase or agency. Nahka- ja Kenkakone Oy (wholesaler, importer, agent), Annankatu 2, Helsinki. WTD 6/18/65.

FRANCE—Semi-finished plastics, for electrical use. Direct purchase and agency. Etablissements Josse & Fils (manufacturer, dealer), 1 Route de Gondreville, Crepy-en-Valois (Oise). WTD 4/22/65.

GERMANY—Plastic products for building, household, industrial purposes. Erwin Zeller K.G. (manufacturer, wholesaler, retailer), 7 Stuttgart-S, Neue Weinsteige 40A. WTD 7/13/65.

311 Leather tanning, finishing

HONG KONG—Chrome cow splits, butts, shoulders. Kung Fat Hong, 802 Kwong On Bank Bldg., Queen's Road Central, Hong Kong. Cable Address: LIVESTOCK Hong Kong. WTD 6/29/65.

313 Boot, shoe cut stock, findings

FINLAND—Shoe linings, related raw materials, semi-finished goods for use in shoe manufacturing. Requests full details, prices, terms, brochures. Direct purchase or agency. Nahka-ja Kenkakone Oy (wholesaler, importer, agent), Annankatu 2, Helsinki. WTD 6/18/65.

314 Footwear

SWITZERLAND—Cowboy boots, western style boots, sports boots. Agence Sport-Jeune (importer, wholesaler, retailer), chemin de l'Escalade 7, 1200 Geneva. WTD 5/10/65.

317 Handbags, other personal leather goods

FINLAND—Wallets, key cases, coin purses, related items, for novelty and gift shop use. Requests full details, prices, terms. O/Y Suomi Trading Co., Ltd. A/B (importer, wholesaler), Annankatu 13, Helsinki. WTD 7/8/65.

322 Glass, glassware

FRANCE—Glass electrical insulators. Direct purchase and agency. Etablissements Josse & Fils (manufacturer, dealer), 1 Route de Gondreville, Crepy-en-Valois (Oise). WTD 4/22/65.

326 Pottery, related products

FRANCE—Porcelain electrical insulators. Direct purchase and agency. Etablissements Josse & Fils (manufacturer, dealer), 1 Route de Gondreville, Crepy-en-Valois (Oise). WTD 4/22/65.

331 Steel mill products

KOREA—Rerollable steel scrap; used rail and vessel scrap. Requires 10,000 m.t. every three months. Samho Trading Co., Ltd. (importer, exporter), I.P.O. Box 1054, Seoul. 5/20/65.

333 Primary smelting, refining of nonferrous metals

● **INDIA**—1,000 m.t. zinc slabs, grade 98.5%, conforming to I.S.A. 209/1956 or ASTH specification B-6/49. Procurement will be financed from I.D.A. credits. Tender No. P/SR-5/-2022/032-A, bid deadline Sept. 8. Director General of Supplies & Disposals, Jeewan Tara Bldg., Parliament St., New Delhi. Tender documents available upon payment of $2.10 (not refundable) from India Supply Mission (Ref. D/ENQ/1812), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● 135 m.t. zinc fire refined quality to specification BS:220. Tender No. PER:11004/SPC, bid deadline 10 a.m., Aug. 2. Indian Telephone Industries, Ltd., Dooravani Nagar, Bangalore. Tender documents available free of charge from India Supply Mission (Ref. No. D/ENQ/-1809), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

335 Rolling, drawing, extruding of nonferrous metals

FRANCE—Winding wires for electrical use. Direct purchase and agency. Etablissements

Josse & Fils (manufacturer, dealer), 1 Route de Gondreville, Crepy-en-Valois (Oise). WTD 4/22/65.

INDIA—Tubes and tubeplates for condenser and cooler units to be used with turbo generators. Specifications available from Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Chief Engineer, Steam Turbine Engineering Dept. Block-I, Central Annexe, Heavy Electricals (India) Ltd., Bhopal, Madhya Pradesh.

SOUTH AFRICA—Wire of gold and silver-base alloys for manufacture of blazer jacket badges. Union Badge Co. (Pty.) Ltd. (manufacturer), P.O. Box 3477, Cape Town. WTD 7/9/65.

342 Cutlery, hand tools, general hardware

FINLAND—Cutlery sets, razor blades, clasp knives, hand operated tools, can openers, related items, for department or novelty store use. Requests full details, prices, terms. O/Y Suomi Trading Co., Ltd. A/B (importer, wholesaler), Annankatu 13, Helsinki. WTD 7/8/65.

FRANCE—Caulking guns, compressed air or other types; cartridges suitable for dry-sealing and plug fixing in masonry, cement and other material. Direct purchase and agency. Barnier & Besson, S.A. (importers, dealers) 2 Boulevard Bonrepos, Toulouse, Haute-Garonne. WTD 6/29/65.

● **INDIA**—Large variety of workshop tools in small quantities, including: pullers, wrenches, pliers, reamers, collets, ratchets, brake service sets. Required by Chief Purchase Engineer, Ramganga River Project, Civil Lines, Mordabad U.P. Tender No. BSE/634, bid deadline Aug. 17. Copies of specifications available from, and bids submitted to, the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Purchase against this tender will be made under Exim Credit and is therefore restricted to material of U.S. origin only.

LUXEMBOURG—Builders' hand tools, all types. World Services International, Inc. (importer, manufacturer), European Division, 28 Rue Ad.-Fischer, Luxembourg/City. WTD 8/27/64.

343 Heating apparatus

BELGIUM—Oil-filled electric heaters, panel-type, 2 kw.; electric fireplace heater units. Direct purchase or agency for Belgium and Luxembourg. John A. Salt (importer, agent), 2 Place Constantin Meunier, Brussels. WTD 7/7/65.

344 Fabricated structural metal products

● **GREECE**—Furnish required services for cleaning-up boilers and other installations of Corporation's Steam-Electric Stations, supplying, transporting and storing on the job-site all necessary chemical materials, machinery, apparatus, tools, instruments, as well as any other material and equipment required for the proper, complete and timely execution of the cleaning-up, as well as furnishing necessary specialized personnel. Tender No. DEPM-3420, bid deadline Aug. 16. Public Power Corporation (DEH) Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-2067).

LUXEMBOURG—Desires to purchase and install prefabricated metal houses. World Services International, Inc. (importer, manufacturer), European Division, 28 Rue Adolphe Fischer, Luxembourg Ville. WTD 8/27/65.

● **TAIWAN**—Supply shell and u-tube heat exchangers, 1 set reactor feed effluent exchanger hot shell, 1601E-A and 1 set reactor feed effluent exchanger cold shell, 1601E-B. Tender No. GF4A-21903-S, bid deadline Aug. 9. Purchasing Dept., Central Trust of China, 49 Wuchang St., Section 1, Taipei.★ (Telephone: 202-WO 7-4242).

345 Screw machine products

GERMANY—Industrial fastening devices of all kinds. Requests quotations cif European ports. Carl Bauer, Schraubenfabrik (importer, manufacturer), 28 Solinger Strasse, 56 Wuppertal-Cronenberg. WTD 6/30/65.

346 Metal stampings

FINLAND—Decorative porcelain or enameled goods, related items, for gift shop use. Requests full details, prices, terms. O/Y Suomi Trading Co. Ltd. A/B (importer, wholesaler), Annankatu 13, Helsinki. WTD 7/8/65.

LUXEMBOURG—Kitchen utensils, all types. World Services International, Inc. (importer, manufacturer), European Division, 28 Rue Adolphe Fischer, Luxembourg/City. WTD 8/27/64.

349 Fabricated metal products

FRANCE—Aluminum clogs, for use as foot protecting devices. Requests replies in French. Usines et Acieries de Sambre & Meuse (manufacturer, importer, dealer), 54 Rue des Usines, Feignies, Nord. WTD 4/6/65.

● **IRAQ**—Supply of iron safes, fire and theft resisting, with following dimensions: Exterior, 25″ high x 19″ wide x 18½″ deep; interior, 18½″ high x 12½″ wide x 11″ deep. Tender No. ORD/76/65, bid deadline Aug. 24. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad. Tender documents available free from the Military Attache, Iraqi Embassy, Washington, D.C. Copy of tender documents available for review in Scientific, Photographic & Business Equipment Division, BDSA-6440, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2939).

351 Engines, turbines

● **NEW ZEALAND**—Supply 4 vertical shaft Francis reaction type water turbines, each of 69,000 b.h.p. suitable for coupling to 4 vertical shaft, 3 phase, a.c., 50 cycle, 55,555 kva generators with auxiliary equipment. Tenders will be considered for generators only or generators and turbines. Contract Nos. 467 & 468, bid deadline Nov. 30. The Secretary, Tenders Committee, New Zealand Electricity Dept., Private Bag, Wellington.★ (Telephone: 202-WO 7-4242).

352 Farm machinery

ENGLAND—Agricultural feed distribution and storage equipment. Automatic Storage Co. Ltd. (manufacturer, importer, sales agent), Court Lodge, Harrietsham, Kent. WTD 6/14/65.

353 Construction, mining, materials handling machinery

BRAZIL—Used cranes; derricks; equipment for heavy transportation; sideboom tractors; engineering firm engaged in contract construction requests quotations cif Rio de Janeiro, payment conditions. Engebras-Engenharia Especializada Brasileira S.A., Rua General Polidoro 81, Rio de Janeiro ZC-02, Estado da Guanabara. WTD 8/11/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

● **INDIA**—Two blast hole drills for 150 mm. to 200 mm. diameter hole capable of drilling 30 m. to 40 m. depth. Tender No. SE-5/224/35/043/Cell, bid deadline Aug. 24. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission (Ref. D/ENQ/1814), 2536 Massachusetts Ave., NW., Washington, D.C. 20008, upon nonrefundable payment of $2.10.

● Two reverse circulation water well drilling rigs for wells up to 40″ diameter; 600′ maximum depth. Tender No. SE-S/224/35/054/Cell, bid deadline Aug. 31. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission (Ref. D/ENQ/1815), 2536 Massachusetts Ave., NW., Washington, D.C. 20008, upon nonrefundable payment of $2.10.

● Four tracklaying tractors, 380-430 h.p., power shift transmission; following attachments to be quoted as extras; hydraulic operated rippers of approx. 30″ penetration, front mounted single drum cable power control unit for operating push block attachment for assisting scraper push-loading, recommended list of spare parts up to 15% of value of equipment quoted. Tender No. 222/81/069/9-6-65/I, bid deadline Aug. 10. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available at $1.50 each, not refundable, from India Supply Mission (Ref. D/ENQ/1802), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● **NEW ZEALAND**—One rotary drilling rig and associated equipment rated at 7,500′ depth. Tender No. SMQ-5610, bid deadline Sept. 22. Stores Manager, Ministry of Works, P.O. Box 8024, Wellington. Tender documents available from the New Zealand Senior Trade Commissioner in the U.S.A., 1145 19th St., NW., Washington, D.C. 20036.

NIGERIA—Machinery for mining and processing lime. Plant to be built to process approx. 30,000 tons annually, including 20,000 tons quick lime and 10,000 tons hydrated lime. Total plant investment will be about $1.4 million with machinery to be ordered estimated at about $700,000. Machinery will be ordered in about nine months with production scheduled to start about six months thereafter. Terms expected would be down payment of about 20% with remainder to be paid over 5-year period. Cideco Ltd. (manufacturer), 7 Caulcrick Rd., Apapa, P.O. Box 1589, Lagos. WTD in preparation.

354 Metalworking machinery

BRAZIL—Used cleaning, coating and polishing machines, especially for pipelines and metallic structures; Vernon pantographic cutting machines; engineering firm engaged in contract construction requests quotations cif Rio de Janeiro, payment conditions. Engenbras-Engenharia Especializada Brasileira S.A., Rua General Polidoro 81, Rio de Janeiro ZC-02, Estado da Guanabara. WTD 8/11/64.

FRANCE—Machine-tools, metal forming and cutting types; lathes; milling machines and related equipment, light and medium duty, including portable electric tools, preferably of new types, for industrial uses. Direct purchase and agency. Barbier & Besson, S.A. (importer, exporter, dealer, sales agent), 2 Blvd. Bonrepos, Toulouse, Haute-Garonne. WTD 6/29/65.

GERMANY—Power driven hand tools for craftsmen and for the industry. Walter Harder (retailer), 7716 Geisingen/Baden, Hauptstrasse 12. WTD 7/9/65.

Automobile accessories of all kinds; automobile tools and workshop equipment; direct purchase and/or agency. Requests quotations cif Cologne or Rotterdam, replies in German. Bodo Falk & Co. (importer, wholesaler), 54 Moltkestrasse, 5 Koeln a. Rh. WTD 7/7/65.

● **INDIA**—Camshaft grinding machine suitable for camshafts 82" long and 6½" dia. Tender No. SWP7/2221/048A/T.E., bid deadline Aug. 25. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. No. D/ENQ/1805. Fee $1.25, payable in advance.

● **IRAQ**—Milling cutters, large quantity, various kinds and sizes. Tender No. Prod/1/14/1965, bid deadline Aug. 28. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-5652).

MOROCCO—Cranes, truck mounted, diesel engine; 3 ton and 6 ton capacity with 15 meter long boom; 20 ton capacity with 24 meter long boom. Used equipment only. Quotations Casablanca. Chantiers et Ateliers du Maroc (shipyard), Blvd. des Almohades, Casablanca. WTD 7/8/65.

355 Special industry machinery

AUSTRALIA—All types of printing machinery, equipment and sundries except printing ink. Direct purchase and agency. Sidney Cooke Ltd. (importer, manufacturer, manufacturers' representative), 225 Queen St., Melbourne, Victoria. WTD 6/11/65.

FINLAND—Shoe making machinery, equipment, related items. Requests full details, prices, terms, brochures. Direct purchase or agency. Nahka-ja Kenkakone Oy (wholesaler, importer, agent), Annankatu 2, Helsinki. WTD 6/18/65.

Machinery for manufacture of sausage casings; machinery for printing on casings. Requests full details, prices, descriptive literature. Kommandiittiyhtio Liukko & Co. (manufacturer), Nastola. WTD 7/7/65.

FRANCE—Woodworking machinery and machine tools of modern types, light and medium-duty equipment for sawmills. Portable power-driven tools for furniture and cabinet makers, artisan veneer workers and related trades. Direct purchase and agency. Barbier & Besson, S.A. (dealer), 2 Blvd. Bonrepos, Toulouse, Haute-Garonne. WTD 6/29/65.

Direct image offset paper plates. Direct purchase and agency. Consortium Europeen S.A. (importer, wholesaler, commission merchant, agent), 15 Rue de l'Amiral Roussin, Paris 15e. WTD 9/29/64.

GREECE—Plastics-working machinery and equipment. Athens Plastics—Kozakides-Katsaros & Co. (manufacturer, wholesaler), 18 Petrou Ralli St., Athens. WTD 6/30/65.

HONG KONG—Textile knitting machines; textile dyeing machines. Faithful Trading Co., Ltd. (importer exporter), Wing On Life Bldg. (P.O. Box 2480), 22 Des Voeux Road Central, Hong Kong. Cable Address: SZEHONFAI Hong Kong. WTD 11/4/64.

INDIA—Color banding machine, new or secondhand, to imprint on resistors and condensers. Ohms & Farads Corporation Private Limited (manufacturer), 28 Apollo St., Bombay 1. WTD under preparation.

● Centrifugal casting machine for homogenous casting of camshaft and connecting rod bearings, 125 mm. max. dia. and width. Machine shall be equipped with an electric furnace for melting metal, dia. of furnace 150 mm., depth 325 mm. Tender No. 950/BPO/P-673/PR/4100, bid deadline Aug. 16. T. K. Kalia, Chief Purchase Officer, Beas Purchase Organization. Talwara Township, Hoshiarpur, Punjab.★ (Telephone: 202-WO 7-5652).

● One spray painting booth without legs for mounting directly on floor with water screen on all three sides and ventilating fan of suitable capacity. Working opening: Width 3350 mm., height 2150 mm., depth 1875 mm. Tender No. AEE/P/CAP/10246, bid deadline Aug. 13. Atomic Energy Establishment Trombay, Purchase Division, Mohatta Bldg., Palton Rd., Bombay 1.

● One radio frequency sealing machine for sealing p.v.c. sheets. Tender No. AEE/P/CAP/10188, bid deadline Aug. 23. Atomic Energy Establishment Trombay, Purchase Division, Mohatta Bldg., Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5589).

● One combined chain cutting and hollow chisel mortising machine; one single spindle circular molder; two filling machines; and 22 portable power saws with a 12" dia. Tender No. 949/BPO/P/PR/4010, bid deadline Aug. 11. T. K. Kalia, Chief Purchase Officer, Beas Purchase Organization, Talwara Township, Hoshiarpur, Punjab.★ (Telephone: 202-WO 7-5589).

KOREA—Brewers' and malters' machinery. Doo San Industrial Co., Ltd. (importer, exporter, beer producer), Kwangwhamoon P.O. Box 280, Seoul. WTD 7/9/65.

URUGUAY—Machines, all types, for manufacture of trousers and shirts. Requests replies in Spanish. R.K.R., S.A. (manufacturer), Calle Jose Bonaparte 3269, Montevideo. WTD 4/14/65.

356 General industrial machinery

FINLAND—Packaging machines, accessories and materials for general industrial use. Interested in wide range of products. Requests full details, prices, terms, brochures. Direct purchase or agency. Nahka- ja Kenkakone Oy (wholesaler, importer, agent), Annankatu 2, Helsinki. WTD 6/18/65.

FRANCE—Hydraulic jacks, industrial and other categories, hand-operated, wheel-type, power; hoists, electric chain and air; related lifting and hoisting equipment for industrial uses. Direct purchase and agency. Barbier & Besson, S.A. (importer, dealer), 2 Boulevard Bonrepos, Toulouse, Haute-Garonne. WTD 6/29/65.

GERMANY—Pumps for chemical, lacquer, pigment, pharmaceutical, cosmetic, plastics industries. Direct purchase and agency. Ratio Spezialmaschinenbau- und Handelsgesellschaft mbH (sales agent), 68 Mannheim/Baden, Industriestrasse 51a. WTD 6/18/65.

Paint spraying guns; other painting equipment. Direct purchase and agency. Johannes K. Brand (wholesaler, sales agent), 7151 Heiningen, Kreis Backnang/Wuertt. WTD 6/4/65.

Variable speed drives, V-belt type, for mechanical power transmission of 50 hp or above, about 5:1 speed range; for use in high-speed mixing machines. Wilhelm Niemann OHG (manufacturer), 4524 Neuenkirchen Krs. Melle. WTD 6/3/65.

HONG KONG—Kilns for drying textiles, lumber, etc. Faithful Trading Co., Ltd. (importer, exporter), Wing On Life Bldg. (P.O. Box 2480), 22 Des Voeux Rd. Central, Hong Kong. Cable Address: SZEHONFAI Hong Kong. WTD 11/4/64.

● **INDIA**—One hermetically sealed air cooled condensing unit for operation up to –55° F (minus 45° C). Tender No. AEE/P/CAP/10256, bid deadline Aug. 11. Atomic Energy Establishment Trombay, Purchase Division, Mohatta Bldg., Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5589).

357 Office, computing, accounting machines

BRAZIL—Used computing machines for engineering calculations; special typewriters for engineering map type-setting; engineering firm requests quotations Rio de Janeiro, payment conditions. Engebras-Engenharia Especializada Brasilera S.A., Rua General Polidoro 81, Rio de Janeiro ZC-02, Estado da Guanabara. WTD 8/11/64.

FINLAND—Electronic data processing and computing equipment; related products and components. Requests full details, prices, terms. Direct purchase or agency. Nores & Co. Oy (importer, agent), Fabianinkatu 32, P.O. Box 2087, Helsinki. WTD 6/22/65.

● **GREECE**—Purchase or lease of an electronic data processing system covering procuring agency's both present volume of work (customers' billing and accounting, stock handling, stores accounting, payroll and personnel data, general accounting, scientific application) and that of the next 5-year period (1967-1971). Tender No. DOY-100, bid deadline Sept. 30. Estimated value: $500,000. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ Cable address: DEY Athens. Telex: 430. (Telephone: 202-WO 7-2939).

NETHERLANDS—Portable typewriters; cif prices Amsterdam or Rotterdam between $25 and $35. Import Maatschappij Vitex N.V. (importer), 67 Zandvoorterweg, Aerdenhout. WTD 6/30/65.

358 Service industry machines

ENGLAND—Air conditioning grilles and registers; refrigeration components (distributors, expansion valves, etc). Agency and direct purchase. Improvair Ltd. (importers, sales agents), 94 Queensway, London, W.2. WTD 5/28/65.

GERMANY—Refrigerators, refrigeration machinery; complete heating and airconditioning units for domestic, commercial and industrial use. Direct purchase and agency. Ruetgers K.G. (importers, wholesaler, sales agent), 68 Mannheim/Baden, Qu 7, 12 a-b. WTD 6/4/65.

ITALY—Complete equipment for washing, drying, ironing 2,000 to 4,000 items of clothing every 12 hours; total dry weight of clothing to be processed in a 12-hour shift, approx. 1,200 kilograms. Comm. Angelo Monfredi (importer), Via Viola 10, Taranto. WTD in preparation.

PAKISTAN—Air conditioners: packaged room types; central station, self contained. Industrial refrigeration units, low temperature.

Requests quotations c&f Karachi. Direct purchase and agency. Eastinghouse International Co. Ltd. (importer, agent), El-Markaz, 3rd Floor, Bunder Rd., Karachi 3. WTD 4/20/65.

361 Electric transmission, distribution equipment

BELGIUM—Low voltage circuit breakers (up to 50 amps.) with solenoid controls. Direct purchase or agency. Bureau Technique Van Der Poorten (importer), 11 Blvd. Auguste Reyers, Brussels 4. WTD in preparation.

FINLAND—Electronic instruments and related components of all types. Requests full details, prices, terms. Direct purchase or agency. Nores & Co. Oy (importer, agent), Fabianinkatu 32, P.O. Box 2087, Helsinki. WTD 6/22/65.

GERMANY—Electric measuring and controlling instruments, wiring and wiring materials, for streetcars and electric motors. Direct purchase and agency. Hermann Ruf, 68 Mannheim-Neckarau (manufacturer), Voltastrasse 19-21. WTD 7/12/65.

● **GREECE**—Supply of test equipment including, but not limited to the following: 80 oscillographs with two recording systems, portable; 55 impulse amplifiers for above oscillographs; 15 universal portable testing instruments; 2,300 plugs, 4-core; 5,000 meters plug cord; 350 operation testing instruments; 19,300 fuses of various amps and colors. Tender No. 6418, bid deadline Aug. 25. Estimated value: $75,000. Hellenic Telecommunications Organization Ltd. (OTE), Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WO 7-2939).

● **INDIA**—Supply of 115 kv, 5000 MVA circuit breakers and 115 kv disconnecting switches for Borivli and Salsette substations. Tender No. P-2028, bid deadline Aug. 9. General Manager, The Tata Power Co. Ltd., Bruce St., Fort Bombay -1. Copy of specifications and tender documents available for review only, not for loan, in Rm. 4124, Power & Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

Supply of three 45/60 MVA and two 18/30 MVA, three phase, 50 cycle transformers for Salsette, Dharavi and Kapoli. Tender No. P-2024, bid deadline Aug. 16 General Manager, The Tata Power Co. Ltd., Bombay House, Bruce St., Bombay 1.★ (Telephone: 202-WO 7-4242).

● Supply of VHF signal generator capable of giving graduated outputs from 40Mc/s to 470 Mc/s. Tender No. W-043/P-5/2, bid deadline Aug. 9. Chief Controller Telegraph Stores, 2 Council House St. Calcutta. Tender documents available free from India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008. Reference No. D/ENQ/1803. Copy of tender documents available for review in the Scientific, Photographic & Business Equipment Division, BDSA-6440, Department of Commerce, Washington, D.C. 20230. (Telephone: 202- WO-7-2939).

● **IRAQ**—Supply of 26,000 single element active energy KWH meters suitable for use in single phase two wire, 200/230 v., 50 C/S network: 12,000 with rated continuous current carrying capacity of 2.5 amps.; 6,000 of 5 amps.; 8,000 of 10 amps.; all with continuous over current capacity of 500%. Tender No. 12/65 (53/B/65), bid deadline Aug. 15. Directorate General, National Electricity Administration, Nafoora Square, 116 Jumhooriya St., Baghdad.★ (Telephone: 202-WO 7-2939).

362 Electrical industrial apparatus

BRAZIL—Used welding equipment for pipe lines and metallic structures; engineering firm engaged in contract construction requests quotations cif Rio de Janeiro, payment conditions. Engebras-Engenharia Especializada Brasileira S.A., Rua General Polidoro 81, Rio de Janeiro 81, ZC-02, Estado da Guanabara, WTD 8/11/64.

FRANCE—Arc welding apparatus, machinery, accessories, including electrodes (a.c., 50 cycles, 1, 3 phases, voltage 220/380); related equipment, such as arc welder generators and transformers. Direct purchase and agency. Barbier & Besson, S.A. (importer, dealer), 2 Boulevard Bonrepos, Toulouse, Haute-Garonne. WTD 6/29/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

● **INDIA**—Stud welding equipment including transformer and quantity of studs ranging from ⅛" x 1" to ½ x 1¼". Tender No. AEE/P/CAP/9662, bid deadline Aug. 18. Atomic Energy Establishment Trombay, Purchase Division, Mohatta Bldg., Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5652).

● **SOUTHERN RHODESIA**—Supply and install two 30 kva and one 7½ kva, 3 phase, 50 cycle, 400 v., a.c. generator sets with auxiliary equipment at the Manjirenji Dam. Tender No. MWD. 189, bid deadline Aug. 12. Specifications available from The Secretary, Rhodesia Government Tender Board, P.O. Box 8075, Causeway, Salisbury for $1.40 which covers air mail charges to the U.S. One copy of tender available for review only, not for loan, in Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

● **TURKEY**—Supply of three 3-phase, 50 cycle synchronous motors rated 5, 10 and 20 h.p. respectively and operated on 220/380 volts for use in operation of cranes. Tender No. 3001/3051, bid deadline Aug. 10. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul (Materials Purchasing Dept.—Turkish Maritime Bank.★ (Telephone: 202-WO 7-4242).

363 Household appliances

ENGLAND—Hair dryers, modern design, for domestic use. Nichol Beauty Products Ltd. (manufacturer, sales agent), Old Farm Ave., Southgate, London, N.14. WTD 6/14/65.

FRANCE—Electrical household cooking equipment; refrigerators; household laundry equipment. Chatiko & Cie (importer, wholesaler, retailer), 13 Rue des Martyrs, Paris 9e. WTD 5/28/65.

GERMANY—Household electrical appliances, all types. Walter Harder (retailer), 7716 Geisingen/Baden, Hauptstrasse 12. WTD 7/9/65.

NETHERLANDS—Single unit of electric washing machines and clothes dryers (washer/dryer) for domestic use; also separate clothes dryers. Dryers should be capable of drying clothes completely by hot air. Cif prices (Amsterdam or Rotterdam) for combined units about $125. Import Maatschappij Vitex N.V. (importer), 67 Zandvoorterweg, Aerdenhout. WTD 6/30/65.

PERU—Replacement parts for stoves, washers, refrigerators, polishers, blenders; repair materials such as asbestos, natural sheet mica, asbestos lined wire, nickelline. D. Marone, S.A. (importer, retailer), Aptdo. 3962, Lima. WTD in preparation.

364 Electric lighting, wiring equipment

BELGIUM—Electric push buttons and luminous signals. Direct purchase or agency. Bureau Technique Van Der Poorten (importer), 11 Blvd. Auguste Reyers, Brussels 4. WTD in preparation.

FRANCE—Electrical insulating materials, other than porcelain and glass insulators. Direct purchase and agency. Etablissements Josse & Fils (manufacturer, dealer), 58 Avenue du President-Roosevelt, Neuilly-Plaisance (S & O). Mailing address: 1 Route de Gondreville, Crepy-en-Valois (Oise). WTD 4/22/65.

GERMANY—Electric lighting and wiring equipment, all types, for industrial, residential, commercial installations. Walter Harder (retailer), 7716 Geisingen/Baden, Hauptstrasse 12. WTD 7/9/65.

366 Communication equipment

BELGIUM—Telephone accessories, such as answering equipment, speaker attachments; other electric or electronic telephone accessories. Direct purchase and agency for Belgium and Luxembourg. Etablissements Lavigerie (importer, exporter, wholesaler, retailer), 49 Rue Cardinal Lavigerie, Brussels 4. WTD in preparation.

FINLAND—Electronic communication equipment, all latest types. Requests full details, prices, terms. Direct purchase or agency. Nores & Co. Oy (importer, agent), Fabianinkatu 32, P.O. Box 2087, Helsinki. WTD 6/22/65.

367 Electronic components, accessories

AUSTRALIA—General electronic test and instrumentation equipment. Direct purchase and agency. D. R. Johnston & Co. Pty. Ltd. (importer, manufacturer, representative), Suite 14, "Stanhill 33," Queens Rd., Melbourne, Victoria. WTD 6/11/65.

BELGIUM—Electronic circuits with transistors, time relays with thermostats, all types of low voltage electrical material. Direct purchase and agency. Bureau Technique Van Der Poorten (importer), 11 Blvd. Auguste Reyers, Brussels 4. WTD in preparation.

ENGLAND—Electronic components for aircraft, missiles, guided weapons, etc. Particular interest in advanced servo-mechanism components. Agency and direct purchase. Brookes & Green Ltd. (exporter, importer), Leadenhall Bldgs., 1 Leadenhall St., London, E.C.3. WTD 6/25/65.

FINLAND—Radio, television and communication electronic components of all types. Requests full details, prices, terms. Direct purchase or agency. Nores & Co. Oy (importer, agent), Fabianinkatu 32, P.O. Box 2087, Helsinki. WTD 6/22/65.

369 Electrical machinery, equipment, supplies

BRAZIL—Used X-ray apparatus for testing metals and welding; engineering firm requests quotations cif Rio de Janeiro, payment con-

ditions. Engebras- Engenharia Especializada Brasileira S.A., Rua General Polidoro 81, Rio de Janeiro ZC-20, Estado da Guanabara. WTD 8/11/64.

● **NEW ZEALAND**—Supply and installation in a hospital of a medical linear accelerator providing X-ray and electron beam facilities in the 5-8 MeV range and capable of rotation therapy. Bid deadline Aug. 31. Copies of tender documents available on application from issuing agency: The Secretary, North Canterbury Hospital Board, Private Bag, Christchurch, New Zealand.

371 Motor vehicles, motor vehicle equipment

BELGIUM—Electric and electronic novelties and gadgets for automobiles. Direct purchase and agency for Belgium and Luxembourg. Etablissements Lavigerie (importer, exporter, wholesaler, retailer), 49 Rue Cardinal Lavigerie, Brussels. WTD in preparation.

ENGLAND—Motor accessories and garage equipment. Agency and direct purchase. Apaseal Ltd. (manufacturer, exporter, importer), Bowes House, Hailsham, Sussex. WTD 5/28/65.

FINLAND—Tools and equipment for automotive repair shops. Not interested in spare parts or used equipment. Requests brochures, price lists, terms. Direct purchase or agency. Oy Gronblom Trading Ab (importer, commission agent), P.O. Box 446, Helsinki. WTD 7/27/64.

372 Aircraft, parts

BELGIUM—Parts, all kinds, including motors, propellers, etc., for DC-3, C-119, and F-104-G aircraft. Schreiner Aircraft S.A. (importer, agency), 108 Rue de Laeken, Brussels 1. WTD 7/7/65.

373 Ship building, repairing

GERMANY—Motorboat and yacht equipment, including compasses, nautical equipment, life saving jackets, water skis; direct purchase and/or agency. Requests quotations cif Cologne or Rotterdam, replies in German. Bodo Falk & Co. (importer, wholesaler), 54 Moltkestrasse, 5 Koeln a. Rh. WTD 7/7/65.

TRINIDAD, W.I.—Outboard and inboard motors. Mr. John Plosso, Senior Fisheries Officer, Fisheries Dept., Ministry of Agriculture, Gov't. of Trinidad and Tobago, St. Clair.

374 Railroad equipment

● **COSTA RICA**—Supply of 25 flat freight cars with capacity of approx. 33 tons. Tender No. 441, bid deadline Aug. 9. Oficina de la Proveeduria, Ferrocarril Electrico al Pacifico, Box 543, San Jose. Correspondence preferred in Spanish. Copy of specifications, in Spanish, available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

● **MOROCCO**—Supply of 20 railroad cars, including 16 airconditioned passenger and 4 baggage cars, for Moroccan National Railways, bid deadline Oct. 1. Monsieur le Chef du Service Materiel et Traction, Office National des Chemins de Fer (ONCF), Rabat. Prices for each car delivered on ONCF track, Casablanca. Copy of general conditions and specifications in French available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

381 Engineering, laboratory, scientific, research instruments

BELGIUM—All kinds of navigation, flight and other instruments for DC-3, C-119, F104-G, T-33 aircraft. Schreiner Aircraft S.A. (importer, agency), 108 Rue de Laeken, Brussels 1. WTD 7/7/65.

● **COSTA RICA**—Supply of: One drying oven for soil samples; 3 complete apparatus for liquid limit test on soils; 2 scales with about 1610 gr. capacity; 3 double cones with base plates for field determination or material density; 3 augers for soil sampling of 6" dia.; 6 volumetric flasks with stopper, capacity 250 ml.; 12 volumetric flasks with stopper, capacity 500 ml.; 3 augers for soil sampling of 4" dia. Tender No. 9788, bid deadline Aug. 10. Terms and specifications in Spanish. Correspondence preferred in Spanish. Roberto Lizano T, Proveedor Nacional, Proceeduria Nacional, San Jose.★ (Telephone: 202-WO 7-2939).

382 Instruments for measuring, controlling, indicating physical characteristics

BRAZIL—Used apparatus for sonic testing of metals and for welding; engineering firm requests quotations cif Rio de Janeiro, payment conditions. Engenbras- Engenharia Especializada Brasileira S.A., Rua General Polidoro 81, Rio de Janeiro ZC-02, Estado da Guanabara. WTD 8/11/64.

FINLAND—Measuring and controlling equipment, instruments, related components, designed for use in electric current, gas or liquid control operations. Requests full details, prices, terms. Direct purchase or agency. Nores & Co. Oy (importer, agent), Fabianinkatu 32, P.O. Box 2087, Helsinki. WTD 6/22/65.

● **INDIA**—Supply of one shore hardness tester, range 0-100 shore A, shore D and shore C to ASTM D676 with test stand for laboratory testing or equivalent. Tender No. AEE/P/CAP/10216, bid deadline Aug. 17. Tender documents available from issuing agency: Atomic Energy Establishment Trombay, Purchase Division, Mohatta Bldg., Palton Rd., Bombay.

● Supply of one portable balancer suitable for balancing rotor at site in its own bearings. Tender No. SE-2/2221/051A/Cell, bid deadline Aug. 13. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available for 50c each payable in advance from India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. 20008. Reference No. D/ENQ/1807. Copy of tender documents available for review in the Scientific, Photographic & Business Equipment Division, BDSA-6440, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2939).

● **KOREA**—Supply of: Viscosimeter, stormer, with paddle type rotor, standardized; universal tester for testing tensile and pressure strength of metals, rope, leather, ebonite, etc.; applicator for drawing liquid into desired thickness; accessories for multipurpose reflectometer including color standards, full set of 18. Tender No. KFX-5086-P, bid deadline Aug. 9. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2939).

384 Surgical, medical, dental instruments

AUSTRALIA—Surgical instruments; medical supplies. Direct purchase and agency. Surgical Manufacturing Co. Pty. Ltd. (importer, manufacturers' representative), 191 Lygon St., Carlton, N.3, Victoria. WTD 6/11/65.

HONG KONG—Sterilizers for hospitals and clinics. Faithful Trading Co., Ltd. (importer, exporter), Wing On Life Bldg. (P.O. Box 2480), 22 Des Voeux Road Central, Hong Kong. Cable Address: SZEHONFAI Hong Kong. WTD 11/4/64.

386 Photographic equipment

BELGIUM—Motion picture cameras and equipment for personal use; for distribution in Belgium and Luxembourg. Prophotam (importer, wholesaler), 45 Rue de Luxembourg, Brussels. WTD 7/6/65.

BRAZIL—Used microfilm, photocopy and change-of-size photocopy equipment; engineering firm requests quotations cif Rio de Janeiro, payment conditions. Engenbras- Engenharia Especializada Brasileira S.A., Rua General Polidoro 81, Rio de Janeiro ZC-02, Estado da Guanabara. WTD 8/11/64.

● **GREECE**—Supply of 500 motion picture projectors, 16-mm., suitable for sound and silent films, with optical and magnetic sound, complete with accessories and parts. Tender No. 6/510/65, bid deadline Sept. 10. Estimated value: $183,000. Equipment intended for use in public schools. Ministry of Commerce, State Purchases Directorate "C", 50 Socratous St., Athens.★ (Telephone: 202-WO 7-2939).

387 Watches, clocks, parts

FINLAND—Wrist watches, for men and women; wrist straps; alarm clocks. Requests full details, prices, terms. O/Y Suomi Trading Co., Ltd. A/B (importer, wholesaler), Annankatu 13, Helsinki. WTD 7/8/65.

391 Jewelry, silverware, plated ware

FINLAND—Jewelry, pearls, cigarette cases and lighters, related items, for gift or novelty store use. Requests full details, prices, terms. O/Y Suomi Trading Co., Ltd. A/B (importer, wholesaler), Annankatu 13, Helsinki. WTD 7/8/65.

394 Toys, amusement, sporting goods

FINLAND—Wide variety of toys, games, related products. Requests full details, prices, terms. O/Y Suomi Trading Co., Ltd. A/B (importer, wholesaler), Annankatu 13, Helsinki. WTD 7/8/65.

FRANCE—Fishing tackle, accessories, related sporting goods for amateurs, river and seafishing: reels, rods, nylon lines, hooks, artificial fishing baits and lures of all types, suitable for sale on the French market at competitive prices. Direct purchase and agency for all territory or section thereof. Georges Plateau (manufacturer, wholesaler, exporter), "Frimont", La Reole, Gironde. WTD 7/6/65.

GERMANY—Camping articles of all kinds; direct purchase and/or agency. Requests quotations cif Cologne or Rotterdam, replies in German. Bodo Falk & Co. (importer, wholesaler), 54 Moltkestrasse, 5 Koeln a. Rh. WTD 7/7/65.

Structural toy sets, mechanical toys, plastic toys, all kinds; direct purchase and/or agency. Requests quotations cif Rotterdam or Hamburg. Hans-Helmut Moegling (manufacturers' agent, importer), 2 Mathildenstrasse, 4 Duesseldorf. WTD 7/8/65.

SOUTH AFRICA—Home crafts and hobbies; costume dolls; practical jokes. Aladdin's Cave

(importing distributor), P.O. Box 248, Knysna, C.P. WTD 7/9/65.

395 Pens, pencils, other office and artists' materials

FINLAND—Ball point pens, pen and pencil sets, related items, for novelty and gift shop use. Requests full details, prices, terms. O/Y Suomi Trading Co., Ltd. A/B (importer, wholesaler), Annankatu 13, Helsinki. WTD 7/8/65.

396 Costume jewelry, novelties, buttons

FINLAND—Needles, scissors, nail cutters, related items, for department or novelty store use. Requests full details, prices, terms. O/Y Suomi Trading Co., Ltd. A/B (importer, wholesaler), Annankatu 13, Helsinki. WTD 7/8/65.

HONG KONG—Nylon and aluminum zippers, odd sizes, surplus and scrap. Chun Ming (Tak Kee) Trading Co. (importer, reprocessor), Fourth Floor, 239 Des Voeux Road Central, Hong Kong. WTD 6/28/65 (Chan Ming (Tak Kee) Trading Co.)

MEXICO—Men's and women's clothing novelties and accessories. Biarritz, S.A. (importer, retailer), Av. San Juan de Letran No. 41-E, Mexico, D. F. WTD 4/8/65.

SOUTH AFRICA—Inexpensive fancy goods; souvenirs; gadgets and notions of a novelty character. Aladdin's Cave (importing distributor), P.O. Box 248, Knysna, C.P. WTD 7/9/65.

399 Manufacturing industries

BELGIUM—All kinds of novelties and gadgets for household use, such as cork extractors, spray faucet attachments. Direct purchase and agency for Belgium and Luxembourg. Etablissements Lavigerie (importer, exporter, wholesaler, retailer), 49 Rue Cardinal Lavigerie, Brussels 4. WTD in preparation.

American Indian handicraft items, such as beaded leatherwork. Shibui S.P.R.L. (importer, wholesaler, retailer), 31 Place de la Vaillance, Brussels 7. WTD 7/7/65.

ENGLAND—Hair dryers, heated rollers. Modern design, for professional beauty shop use. Nichol Beauty Products Ltd. (manufacturer, sales agent), Old Farm Ave., Southgate, London, N.14. WTD 6/14/65.

Model aircraft and boat kits, materials and accessories. Agency and direct purchase. E. Keil & Co. Ltd. (manufacturers, exporters, importers, wholesalers), Russell Gardens, Wick Lane, Wickford, Essex. WTD 7/6/65.

FINLAND—Umbrellas; men's and women's combs; related items; for gift shop or department store use. Requests full details, prices, terms. O/Y Suomi Trading Co. Ltd. A/B (importer, wholesaler), Annankatu 13, Helsinki. WTD 7/8/65.

505 Farm products, raw materials

MOROCCO—Raw cotton, hemp, flax (lin brut), staple fibre, in bales, for textile manufacture. Quotations Casablanca. Leon R. Belicha & Co. Inc. (textile importer/agent), 54 Rue Pelle, Casablanca. WTD 6/29/65.

509 Wholesalers

AUSTRALIA—Large organization with facilities throughout Australia and in New Zealand interested in acquiring sacred records and religous supplies such as Christmas cards and religious books. Direct purchase and agency. The Gospel Film Ministry Ltd. (importer, wholesaler, retailer), 211 Latrobe St., Melbourne, Victoria. WTD 6/11/65.

NETHERLANDS—Cowhide, split leather, cotton cloth, knitted cotton cloth, striped cotton cloth waste and remnants for manufacture of working gloves. Direct purchase for own use. Handschoenenfabriek Hawedo N.V. (manufacturer, exporter), 20 Pr. Irenestraat, or P.O. Box 43, Dongen. WTD 6/8/65.

781 Motion picture production and distribution

AUSTRALIA—Large organization with facilities throughout Australia and in New Zealand interested in acquiring 16 m.m. religious motion picture films and equipment, 35 m.m. film strips and equipment. Direct purchase and agency. The Gospel Film Ministry Ltd. (importer, wholesaler, retailer), 211 Latrobe St., Melbourne, Victoria, Australia. WTD 6/11/65.

891 Engineering services

LIBYA—Technical consultants specialized in the cement industry are invited to submit technical studies for construction of a cement factory. Studies should be based on site layout and factory specifications. Information and specifications may be obtained from the company's temporary office: Ess. Assenussi Shama, 63 Giaddat Omar Muktar, P.O. Box 448, Benghazi.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

019 Commercial farms

FINLAND—Garden and greenhouse equipment, supplies, seeds, related products. Requests descriptive literature, prices, terms. Oy Fennia Trading Ab (agent), P. Rautatiekatu 21 C 28, Helsinki. WTD 6/17/65.

204 Grain mill products

FINLAND—Feeds, additives and components. Request descriptive literature, prices, terms. Oy Fennia Trading Ab (agent), P. Rautatiekatu 21 C 28, Helsinki. WTD 6/17/65.

220 Textile mill products

BELGIUM—Fabrics for household furnishings: white goods; curtains; dress materials. Agency for Belgium, Luxembourg and The Netherlands. Mr. Jean Marchand, 65 Rue Stanley, Brussels 18. WTD in preparation.

Fabrics of cotton, wool, rayon, synthetic fiber, or mixtures, for making all types clothing. Fagel & Fils S.P.R.L. (agent), 37 Boulevard d'Ypres, Brussels 1. WTD 7/9/65.

FINLAND—Cloth of imitation fur (tiger and leopard designs) for linings or apparel. Requests descriptive literature, samples, price lists. M. Fagerberg (Commission Agent), Mikonkatu 9, Helsinki. WTD 12/22/64.

ITALY—Cotton, silk and wool fabrics for men's and women's clothing. A. Di Mauro Del Vecchio (importer, agent), Via Etnea 389, Catania, Sicily. WTD 7/9/65.

221 Broad woven fabric mills, cotton

AUSTRALIA—Cotton piece goods; woven, printed knitted. Mr. Marcus Seidler, Ski International Pty. Ltd. (manufacturers' representative), 75 Clissold Rd., Wahroonga, N.S.W. WTD 7/12/65.

222 Broad woven fabric mills, manmade fiber, silk

AUSTRALIA—Synthetic piece goods; woven, printed, knitted. Mr. Marcus Seidler, Ski International Pty. Ltd., (manufacturers' representative), 75 Clissold Rd., Wahroonga, N.S.W. WTD 7/12/65.

223 Broad woven fabric mills, wool

NETHERLANDS—Currently fashionable fabrics for manufacture of women's outerwear. Stan de Beer Textiel N.V. i.o. (importer, commission merchant), 84 Nieuwe Bosscheweg, Tilburg. WTD 6/8/65.

225 Knitting mills, products

NETHERLANDS—Currently fashionable fabrics for manufacture of women's outerwear. Stan de Beer Textiel N.V. i.o. (importer, commission merchant), 84 Nieuwe Bosscheweg, Tilburg. WTD 6/8/65.

229 Textile goods

NEW ZEALAND—Plastic traffic marking tape. Mr. R. H. Purdom, Director, Frank M. Winston (Merchants) Ltd. (manufacturers' representatives), 71-77 Customs St., East, Auckland, C.1., New Zealand. WTD 7/14/64.

230 Apparel

ITALY—Ready-made clothing for men, women, children. A. Di Mauro Del Vecchio (importer, agent), Via Etnea 389, Catania, Sicily. WTD 7/9/65.

239 Fabricated textile products

AUSTRALIA—Draperies made of fiber glass material. R. J. Wallace & Co., (commission merchant), 324 Pitt Street, Sydney, N.S.W. WTD 7/14/65.

263 Paperboard mills, products

ITALY—Wallboard paper. A. Di Mauro Del Vecchio (importer, agent), Via Etnea 389, Catania, Sicily. WTD 7/9/65.

264 Converted paper, paperboard products

GERMANY—Wallpapers, all kinds. Requests quotations cif European ports, replies in German. Hans Schmidt, (manufacturers' agent), 32 Hameler Weg, 5 Koeln-Brueck. WTD 7/8/65.

273 Books

SWITZERLAND—Interested in representing a U.S. book publisher in Europe. Turm-Verlag AG (sales agent), Toedistrasse 18, 8002 Zuerich. WTD 7/12/65.

281 Industrial chemicals

ENGLAND—Laboratory and research chemicals for specialized use: Biochemicals, amino acids, synthetic compounds. T.J. Sas & Son Ltd. (exporter, importer, wholesaler, sales agent), Victoria House, Vernon Place, Holborn, London, W.C.1. WTD 7/22/64.

FINLAND—Corn starch and other chemicals for use in paper mills; requests descriptive literature, price lists, terms. Jana Oy (commission agent), Kluuvikatu 8, Helsinki. WTD 12/9/64.

FRANCE—Industrial and agricultural petrochemical products; carbo-chemicals. Etablissements Georges Lambert (importer, dealer, commission merchant, agent), 22 Rue Chauchat, Paris 9e. WTD 4/2/65.

285 Paints, varnishes, lacquers, enamels, allied products

GERMANY—Inorganic and organic color pigments; siccatives; for paint and varnish manufacturers. Peroxides and catalysts for manufacture of polyester resins. Requests quotations cif European ports, replies in German. Hans Schmidt (manufacturers' agent), 32 Hameler Weg, 5 Koeln-Brueck. WTD 7/8/65.

287 Agricultural chemicals

ENGLAND—Chemicals and specialties: insecticides, fungicides, etc. Alluvial & General Industries (London) Ltd. (manufacturer, exporter, importer), 86/87 Wimpole St., London, W.1. WTD 6/9/65.

Prepacked fertilizers and insecticides. Grou-Mark Ltd. (wholesaler), 68 Mansell St., Swansea, Glamorganshire, Wales. WTD 5/17/65.

289 Chemical products

ENGLAND—Magnetic inks; specialized printing inks. Henry C. Stephens Ltd. (manufacturer), 100-112 Drayton Park, Highbury, London, N.5. WTD 12/18/64.

329 Abrasive, asbestos, nonmetallic mineral products

AUSTRIA—Waterproof abrasive paper for grinding purposes for automobile industry. Requests replies in German. E. Kalina (wholesaler, manufacturers' agent), Rasumofskygasse 1, Vienna III. WTD 7/7/65.

ENGLAND—Synthetic quartz. The Raw Quartz Co., Ltd. (exporter, importer), 5 Addison Ave., London, W.11. WTD 6/21/65.

333 Primary smelting, refining of nonferrous metals

GERMANY—Zinc dust for manufacture of paints and varnishes. Requests quotations cif European ports, replies in German. Hans Schmidt (manufacturers' agent), 32 Hameler Weg, 5 Koeln-Brueck. WTD 7/8/65.

342 Cutlery, hand tools, general hardware

FINLAND—Garden tools and equipment. Requests descriptive literature, prices, terms. Oy Fennia Trading Ab (agent), P. Rautatiekatu 21 C 28, Helsinki. WTD 6/17/65.

352 Farm machinery

ENGLAND—Lawnmowers and other similar garden equipment. Grou-Mark Ltd. (wholesaler), 68 Mansell St., Swansea, Glamorganshire, Wales. WTD 5/17/65.

FINLAND—Machinery and equipment for garden use. Requests descriptive literature, prices, terms. Oy Fennia Trading Ab (agent), P. Rautatiekatu 21 C 28, Helsinki. WTD 6/17/65.

MEXICO—Agricultural spraying and dusting equipment. Intercambio Mercantil de Mexico, S.A. (importer, retailer, wholesaler, exporter, sales agent, coffee processor), Av. Popocatepetl No. 309, Col. Gral. Anaya, Mexico, D. F. WTD 11/7/64.

355 Special industry machinery

ENGLAND—Textile machinery and accessories of all types, excluding looms, warping machinery, testing equipment. Europa Machines Ltd. (sales agent), 17 Priory Rd., Wilmslow, Cheshire. WTD 5/18/65.

FINLAND—Machinery, equipment, tools, supplies for use in chemical industry, particularly for cellulose and paper product processing. Machinery, equipment, tools, supplies and related items specifically designed for use in shipyards. Requests descriptive literature, price lists, terms. Jana Oy (commission agent), Kluuvikatu 8, Helsinki. WTD 12/9/64.

FRANCE—Automatic filling machines. S.C.-O.M. Avia (manufacturer, dealer), 13 Rue Francois Arago, Pantin (Seine). WTD 4/2/65.

GERMANY—Automatic cigarette packing machinery; automatic filling, packing machinery for foodstuffs, including candy, chocolate, powdered products. Gerd A. M. Kelch (sales agent), P.O. Box 16, 28 Bremen-Oberneuland. WTD 12/16/64.

MEXICO—Machinery for processing and packing green coffee, fruits, beans, peanuts. Intercambio Mercantil de Mexico, S.A. (coffee processor, importer, retailer, wholesaler, sales agent, exporter), Av. Popocatepetl No. 309, Col. Gral. Anaya, Mexico, D. F. WTD 11/7/64.

361 Electric transmission, distribution equipment

KOREA—Precision testing and measuring equipment. Tong Jin Trading Co., Ltd. (importer, distributor), I.P.O. Box 1254, Seoul. WTD 7/13/65.

365 Radio, television receiving sets

ENGLAND—Public address equipment; automatic tape players; pre-recorded tapes. N.S.R. Manufacturing Ltd. (sales agent), 394 Northolt Rd., South Harrow, Middlesex. WTD 5/17/65.

366 Communication equipment

KOREA—Carrier set for pole power line. Wishes to represent U.S. supplier for purpose of selling to Korea Electric Co. Output 30 DBM. Frequency range 50 to 450 KC. Voice channels 4, 6, or 16. Tong Jin Trading Co., Ltd. (importer, distributor), I.P.O. Box 1254, Seoul. WTD 7/13/65.

367 Electronic components, accessories

ENGLAND—Electronic equipment in the field of moisture instruments or small portable electronic instruments, particularly those used in yachting. Sir John Gallwey (Instruments) Ltd. (manufacturer, exporter, importer, wholesaler), Fieldhouse Lane, Marlow, Buckinghamshire. WTD 6/9/65.

371 Motor vehicles, motor vehicle equipment

FRANCE—Automobile spare parts and accessories. Etablissements Velox (manufacturer, wholesaler), 29 bis, Rue Jean Moulin, Argenteuil (S & O). WTD 4/6/65.

IRAN—Hydraulic brake parts of Bendix or Delco type, in sealed tin box. Automotive spare parts. Gasket set replacement, Victor type. Engine parts for Chevrolet and G.M.C. vehicles. Izad Kar Co. (importer), Kouche Nazemol-Atebba, Amir Kabir Ave., Passage Babayoff, Tehran. WTD 7/12/65.

372 Aircraft, parts

GERMANY—Secondhand single and twin engine airplanes. Requests quotations cif Rotterdam or Hamburg. Hans-Helmut Moegling (manufacturers' agent), 2 Mathildenstrasse, 4 Duesseldorf. WTD 7/8/65.

381 Engineering, laboratory, scientific, research instruments

ENGLAND—Aircraft instruments and control systems; precision electro-mechanical and pneumatic equipment and measuring devices. Kollsman Instrument Ltd., (manufacturers), The Airport, Southampton, Hampshire. WTD 6/22/65.

GERMANY—Aircraft radio navigation instruments. Requests quotations cif Rotterdam or Hamburg. Hans-Helmut Moegling, (manufacturers' agent), 2 Mathildenstrasse, 4 Duesseldorf. WTD 7/8/65.

386 Photographic equipment

KOREA—X-ray photographic equipment; X-ray film. Sae Ki Film Co., Ltd. (importer, wholesaler), 13-1, 3-ka, Chong-no, Chongno-ku, Seoul. WTD 7/13/65.

394 Toys, amusement, sporting goods

FRANCE—Toys, such as: dolls, stuffed animals, carts, reproductions of household utensils and equipment, construction sets, educative games, electrical toys, athletic games, rowers, velocipedes, tricycles. Indoor games: billiards, lotto, bingo, checkers, dominoes. A. et S. Alexandre (agent), 56 Rue de Lancry, Paris 10e. WTD 4/6/65.

Toys, such as dolls, doll parts and clothing, stuffed toys, carts, toy furniture, reproductions of household utensils and equipment, musical instruments, construction sets, educative games, mechanical trains and other toys, guns and air rifles, athletic games, pedal cars, children's velocipedes and tricycles, scooters; seaside resort games. C.F.P.O.—Compagnie Francaise des Produits d'Origine (importer, agent), 38 Rue de Liege, Paris 8e. WTD 4/5/65.

399 Manufacturing industries

FRANCE—Gift articles of all types, advertising novelties, inexpensive items for publicity purposes, including smokers' glassware and tobacco jars, office calendars, related lines suitable for diffusion and effective publicity campaign in France. Low-priced gadgets of new types. Requests replies in French. Jean Duplessis (sales agent), 38 Rue Segalier, Bordeaux. WTD 7/9/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Leads for Importers

208 Beverage industries

YUGOSLAVIA—Red Istrian wine: Cabernet, 2000 cartons; Merlot, 3000 cartons. White Istrian sweet wine: Mistella, 1000 cartons. Each carton to contain 12 one-pint bottles. Price per carton $3.80 fob Yugoslav port. Delivery 60 days after order. Kmetijska Zadruga Koper (manufacturer), Koper. WTD in preparation.

220 Textile mill products

FINLAND—Drapery and upholstery fabrics, wide variety cotton and wool textures; offered for direct purchase or on agency basis. Barker-Littoinen Oy (manufacturers, exporters), L. Rantakatu 39, Turku. WTD 6/10/65.

235 Hats, caps, millinery

FRANCE—Summer hats for men, medium-priced articles, principally straw hats. Men's light-weight summer hats, nylon, tergal or wool felt. Wholesale exportation direct or through agents. Etablissements Bach Pere & Fils (Jean Bach, Succr.) (manufacturers), 22 Rue Moissagaise, Caussade, Tarn-et-Garonne. WTD 7/6/65.

243 Millwork, veneer, plywood

FRANCE—Veneers, good quality, French walnut and oak. Direct or through agents. Requests replies in French. Marius Deviers (producer, wholesaler, exporter), Sarlat, Dordogne. WTD 7/7/65.

251 Household furniture

FINLAND—Bedroom, living room, dining room sets of modern design; mahogany, teak, or oak finishes. Direct sale; also interested in distributor or agency offers. Illustrated brochure (English language text) available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Tulus Oy (exporter), Harju as. WTD 9/2/64.

253 Public building furniture

FINLAND—School desks and seats, auditorium furniture, school laboratory furniture; all of latest design. Direct sale; also interested in distributor or agency offers. Illustrated brochure (text in Finnish language) available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Tulus Oy (exporter), Harju as. WTD 9/2/64.

289 Chemical products

GERMANY—Concentrated fruit essences and flavors for confectionery, biscuits, chocolates, pastries; essential oils. Direct sale and/or agency. Quotations ex factory. List of products available on loan from Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Silesia Gerhard Hanke KG., Essenzenfabrik (manufacturer, exporter), 12 Friedenstrasse, 4 Duesseldorf. WTD 5/17/65.

302 Rubber footwear

KOREA—Rubber footwear, boots, rainshoes, hunting boots, tennis shoes. Direct sale to importers. Chin Yang Chemical Co., Ltd. (manufacturer, importer, exporter), Rm. 502 Hyosung Bldg., 65-1 Sokong-dong, Choong-ku, Seoul. WTD 7/13/65.

345 Screw machine products

GERMANY—High tensile steel screws with metric threads, in large quantities. Direct sale and/or agency. Quotations fob Hamburg or Bremen. Carl Bauer, Schraubenfabrik (manufacturer, exporter), 28 Solinger Strasse, 56 Wuppertal-Cronenberg. WTD 6/30/65.

KOREA—Bolts, nuts, screws for various uses. Direct sale to U.S. buyers or through distributors. Taeyang Metal Industrial Co., Ltd. (manufacturer, importer, exporter), I.P.O. Box 1970, Seoul. WTD 3/25/65.

348 Fabricated wire products

KOREA—Steel chains, various gauges, 5/16" and under in diameter. Direct import or distributors. Offer presently limited to 50 tons per month. Hyosung Moolsan Co., Ltd. (importer, exporter, 10th Floor, Hyosung Bldg., 65-1 Sokong-dong, Choong-ku, Seoul. WTD 1/21/64.

371 Motor vehicles, motor vehicle equipment

YUGOSLAVIA—Springs, castings, automotive parts. TAM (Tovarna Avtomobilov Maribor) (manufacturer, exporter, importer), Maribor. WTD in preparation.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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394 Toys, amusement, sporting goods

FRANCE—Bamboo fishing rods of good quality (river and sea-fishing) for amateurs and experienced sportsmen. Direct or through agents. Georges Plateau (manufacturer, wholesaler, exporter), "Frimont", La Reole, Gironde. WTD 7/6/65.

739 Business services

SPAIN—Appointment of exclusive representative in the U.S. for the sale of apartments and individual houses in Spanish and other European tourist resort areas. Organizacion Eurotel Espanola, S.A., Santo Domingo de Silos 8, Madrid 16. WTD 7/15/65.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—R. J. Wallace, representing R. J. Wallace & Co., 324 Pitt St., Sydney, N.S.W., **interested in establishing agency agreements with fiberglass drapery manufacturers.** Arrives via Honolulu Aug. 5 for one week. Itinerary: Los Angeles, New York City. c/o Algonquin Hotel, 59 West 44th St., New York 20036. WTD 7/14/65.

BRITISH GUIANA—Bissoondyal Prashad, representing L. Seepersaud Maraj & Sons (Jewelers & Gold Traders), Stabroek Market, Georgetown, interested in **machinery for the manufacture of jewelry.** Arrives via New York City for one month. Itinerary: New York City; Washington, D.C., c/o Leiber & Learner, 305 East 46th St., New York City, N.Y. WTD 10/21/61.

CEYLON—T. A. Moy, Director, George Steuart & Co., Ltd., 45 Queen St., Fort, Colombo, interested in contacting firms engaged in large-scale rice cultivation and production with view towards purchasing **rice cultivation machinery.** Arrives via New York City. Itinerary: Washington, D.C., Los Angeles, c/o U.S. Department of Commerce Field Offices in New York City and Los Angeles. WTD 10/7/59 (being revised).

INDIA—A. P. Mehta representing Bombay Metal Syndicate, 166 Kika St., Gulalwadi, Bombay 4, **interested in representing U.S. manufacturers of nonferrous metals and resins; obtaining technical and financial collaboration for enameled aluminum wire project,** brass and copper tube project; **appointing a purchasing agent in the U.S. for nonferrous metals,** and in **purchasing a copper strip rolling mill and wire drawing machinery.** c/o V. D. Dalal, 2122 Prospect Ave., East Meadow, New York, N. Y. Itinerary: New York City; Boston; Washington, D.C.; Richmond, Va.; Buffalo, N.Y.; Detroit; Chicago; San Francisco; Los Angeles. WTD 5/4/65.

IRAN—Hassan Kashanchi, representing Kavesh Trading Co., Fiat Bldg., Saadi Ave., Teheran **interested in obtaining representation agreements with U.S. manufacturers.** Arrives in New York City Aug. 10 for two months. Itinerary: Washington, Chicago. WTD 10/28/63.

MOROCCO—Larbi Sakkat, representing the Societe Filatis (160 Blvd. Yacoub El Mansour), Societe Spontis (rue Termidi) and Societe Sedal (2 Rue des Oudayas) Casablanca, **interested in visiting textile equipment manufacturers and textile plants.** Itinerary: New York City (Aug. 4-Sept. 4). c/o The Moroccan Pavilion at the New York World's Fair, 13324 Sandord Ave., Flushing, New York.

RHODESIA—Robert J. Benatar, representing Jacob S. Benatar (Pvt.) Ltd., 77 Moffat St., Salisbury, interested in **purchasing textile piece goods** such as dress materials (up to $2 per yard), **curtain fabrics, upholstery fabrics, ladies' and men's knitwear, men's knitted shirts.** Itinerary: Honolulu; Los Angeles; San Francisco; Seattle; Washington, D.C.; Atlanta; and New York City (early Sept.) c/o Anglo African Shipping Co. of New York Inc., 16 East 34th St., New York City, N.Y. 20015; Mr. J. Sadis, 2834 30th Ave. S., Seattle, Washington. WTD under preparation.

Future Construction

ARGENTINA—The Ministry of Public Works & Services has announced that **international competitive bidding will be held for carrying out preliminary works for the construction of a bridge over the Parana River as well as access highways and viaducts joining route 12 in Corrientes Province with route 16 in Chaco Province.** Deadline for submission of bids is 4 p.m., Dec. 1.

The Ministry has also issued a notification announcing international competitive bidding for planning a "Maxima Preliminary Project" (SIC) calling for the **integration of road and rail system** with the **construction of two bridges over two tributaries of the Parana River—Parana de las Palmas and Parana Guazu.** This project includes access roads, viaducts and ancillary works. Deadline for submission of tenders is 3 p.m., Dec. 1.

Additional information for both projects and tender documents may be obtained from the Sala de Licitaciones, Direccion Nacional de Vialidad, Avenida Maipu 3, Buenos Aires.

CHILE—Two proposals to establish **cellulose plants** have been reported. One plant, planned with a capacity of 100,000 metric tons of kraft cellulose pulp yearly, is to be located in Arauco Province and will cost about $36 million. Promoting this plant is the Chilean firm, Maderas Prensadas Cholguan, located in Santiago. The name of the newly established firm having control of the proposed plant is Celulosas Cholguan S.A. Direct investment by a U.S. firm and financing by a European firm is tentatively arranged.

The second project is being sponsored by the German Development Foundation and the Instituto de Viviendas Populares Caritas Chile (INVICTA). This project is to be constructed in four stages calling for production of 300 metric tons of unbleached kraft cellulose per day in the first stage; production of 200 metric tons of kraft paper and cardboard per day in the second stage; production of 200 metric tons of bleached kraft cellulose per day in the third stage and production of 60 metric tons per day of soluble cellulose. Estimated cost of the first stage is $30 million.

COLOMBIA—The Ministry of Public Works has prepared a Schedule of Tenders for the second half of 1965 covering the **construction of 10 bridges and the construction, reconstruction and paving of 359 kilometers of highways.**

A copy of the "Plan de Licitaciones" is available to U.S. firms on request from the Department of Commerce's Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

Further information about this future construction, including the respective specifications may be obtained by writing to the Ministerio de Obras Publicas, Rama Operativa Centro Administrative Nacional, Avenida de Eldorado, Bogota.

DENMARK—The Danish Ministry of Public Works **invites U.S. engineers to participate in a competition for the layout and design of bridge or tunnel links for a permanent traffic connection** between Zealand and Funen. The connection must be constructed for both rail and road traffic, carrying a double-track railway, a six-lane roadway and two emergency lanes.

The layout and design contest will be judged by an international panel chaired by the President of the Danish Engineering Society, P.E. Malmstrom. Contest deadline is April 1, 1966. The detailed competition program is available from the Ministry for a deposit of D.kr.500 (approx. $73). **Write:** Vejdirektoratet, Holmens Kanal 7, Copenhagen, or to: Kansk Ingeniorforening, Vester Farimagsgade 31, Copenhagen.

A copy of the Ministry's announcement is available to U.S. engineering firms from the Department of Commerce's Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230.

FINLAND—The large-state-owned Finnish company, Typpi Oy, Oulu, has announced that it will undertake construction of a **new fertilizer plant as well as other chemical processing plants.**

The output of Typpi's lanthanum producing plant will be expanded to permit a fourfold increase in production. A plant designed to produce fertilizer compounds and nitric acid also will be built. The annual output of this fertilizer compound plant will be about 100,000 tons of fertilizer and 80,000 tons of $Ca(NO_3)_2$. A third plant will be constructed to produce urea at a rate of approximately 100,000 tons annually. The urea will be in the form of formaline glues which can be utilized by Finland's particle board and plywood industry. Typpi Oy also plans to expand production of ammonia and methyl alcohol once its current construction program is completed.

KOREA—It was announced in Korea that the Government plans the construction of **two iron and steel plants.** One of the plants is to be basically an iron foundry which would be added to the existing steel manufacturing and rolling facilities of the Inchon Heavy Industry Corp. and which would be capable of producing annually an additional 125,000 MT of steel ingots, 50,000 MT of steel bars, 53,000 MT of billets, 20,000 MT of cable, 24,000 MT of black sheet and 6,000 MT of galvanized iron plate.

The project would require W459 million in domestic capital, plus $9.2 million loan. Loan negotiations have been approved by the National Assembly and are presently being conducted with Demag, Lurgi and KFW of West Germany.

The second facility under consideration, also an iron foundry, is planned for construction by Choil Iron Manufacturing Co. with a designed capacity for producing between 300,000 and 400,000 MT of iron and steel annually, with a minimum capacity for output of 200,000 MT of raw material for sheet and 50,000 MT of rolled sheet. Funds are presently being sought from Japan to finance this project, which is estimated to cost $22 million.

PERU—The Universidad Agraria, La Molina, Lima, **will purchase various items and equipment** that will be used in the completion of its 1965-67 construction program, an $8.7 million project under the Alliance for Progress.

In order to organize these acquisitions, the Universidad Agraria **invites all interested equipment manufacturers, dealers and/or distributors to obtain and complete a bidder's registration questionnaire.**

This form is available from either the U.S. representative E. W. Waugh, Architect, Patterson Hall, North Carolina State University, Raleigh, N.C. or from the architects and engineers (Departamento de Desarrollo de la Ciudad Universitaria, Universidad Agraria, La Molina, Lima, Peru.)

Items being considered are: blackboards; handware; metal roll-up grills; security equipment; wood folding partitions; sanitary equipment; toilet accessories; water heaters; electrical and fire alarm equipment; intercommunications components; lighting fixtures; sound-system components; air conditioning equipment; compressors; dumbwaiters; elevators; food service equipment; pumps and related equipment; refrigerated walk-in units; steam operating equipment; ventilation equipment; audio-visual equipment; auditorium and classroom equipment; barbershop equipment; dining room and dormitory furniture; filing units; folding or stacking chairs and tables; folding stage; lounge and office furniture; photography darkroom equipment; recreation equipment; stage equipment; technical laboratory and library equipment and furniture; and wood built-in cabinets.

Bidding requirements altered by Viet-Nam

Viet-Nam's Director General of Commerce has exempted U.S. suppliers from the requirement to have a representative in Viet-Nam under regulations concerning foreign suppliers' representation. U.S. suppliers may again deal directly with importers and end-users.

Under Agency for International Development-financed Central Purchasing Agency invitations to bid, the U.S. exporter can either bid through a local suppliers' representative who has paid the VN$1 million, or submit the bid directly to the agency.

There are presently about 170 eligible Vietnamese agents who have deposited the required funds compared with the pre-legislation figure of 200 manufacturers' agents.

Under the present regulation, the amount of the bid bond is the same whether the bid is submitted through a local representative or directly by the U.S. exporter—that is, 5% of the amount offered—and either may submit the bond.

Britain outlines procedures for testing food additives

The British Ministry of Agriculture, Fisheries and Food has published a memorandum on the testing and acceptance of food additives.

The memorandum outlines administrative procedures prescribed for specified Government departments and broad principles to be followed in testing additives.

For a copy, on loan, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

New Books and Reports

***Canadian Trade Index: 1965.* Published by the Canadian Manufacturers' Assn., Toronto. 1,340 pp. $24.**

The 1965 edition contains detailed information on a record 12,340 manufacturing companies.

Manufacturers are listed alphabetically with addresses, branches, plants, names and titles of leading executives, number of employees, principal products, brand names and export representation. In addition, all companies are indexed by both province and municipality and latest information is given relating to parent and subsidiary companies, both domestic and foreign.

New products listed as now made in Canada include brandy, grandfather clocks, surgical lights, gun-stocks, stacking chairs, paper towel dispensers, disposable plastic cups, non-caloric sweeteners, carving knives, shoe polishers and tooth brushes.

Other features of this newest edition are a classified products list which makes for speedy identification and location of manufacturers of specific products; a section devoted to producers, shippers and exporters of agricultural products; a resumé of private and government services available to Canadian exporters, and up-to-the-minute notes on foreign marketing, export financing, insurance, transportation and documentation.

Write: Canadian Manufacturers' Assn., 67 Yonge St., Toronto 1, Canada.

***International Trade Handbook.* (2nd ed.) Edited by Leslie Llewellyn Lewis in cooperation with the American Institute for Foreign Trade. Dartnell Corp., Chicago. 1,023 pp. $17.50.**

Major sections of the book cover basic principles of foreign trade, foreign trade documentation and finance, legal aspects of international trade, selecting and training executives for foreign trade, starting a business abroad, case histories and operational notes on foreign trade, operating an overseas sales organization, and practical problems of international trade.

Write: Dartnell Corp., 4660 Ravenswood Ave., Chicago, Ill. 60640.

***Britain: An Official Handbook.* 1965. (16th Ed.) Her Majesty's Stationery Office, London. 584 pp. $5.50.**

Factual account of the administration and the national economy of the United Kingdom, covering events up to September 1964, and showing the part played by the Government in the life of the community. Chapters cover the land and the people, government, law and order, defense, social welfare, education, planning and housing, churches, the sciences and the arts, industry, agriculture, fisheries and forestry, transport and communications, finance, trade and payments, labor, broadcasting, the press, and sport.

Write: Sales Section, British Information Services, 845 Third Ave., New York, N.Y. 10022.

Tunisian market study

Trade and investment opportunities in Tunisia are examined in a 138-page report on the Tunisian market in the June 19 issue of Marches Tropicaux et Mediterraneens, a specialized and authoritative French weekly.

The study, which is part of a series of market surveys on French-speaking African countries, provides a detailed analysis of present and potential markets for nearly 250 categories of products, and also contains laws and regulations concerning custom duties, taxation, and incentives granted to foreign investors.

French-language copies of the market survey may be purchased from Marches Tropicaux et Mediterraneens, 190 Boulevard Haussmann, Paris 8e, France, for $4.60.

***Automatic Wrapping and Packaging Machines and Equipment.* (No. 5) Sweden: Market Reports for U.S. Exporters. Skandinaviska Banken and U.S. Embassy, Stockholm. 7 pp. Free.**

Summarizes Swedish market characteristics, especially for packaging materials and equipment. Discusses briefly areas in which new packaging developments are requiring new equipment; the competition in Scandinavia; local factors affecting packaging and merchandising, and distribution and technical requirements.

Write: Sales and Distribution Section U.S. Dept. of Commerce, Washington, D.C. 20230, or any Commerce Field Office.

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington. $18 per year (12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.**

United States Trade With Major World Areas, January-December 1964. OBR 65-35. 20pp. Breaks down the U.S. trade performance for 1964 into eight tables.

Trade of the United States With the Sino-Soviet Bloc, 1962-64. OBR 65-44. 16pp. Presents a statistical summary of some of the important aspects of U.S. trade with the Sino-Soviet bloc members, through a series of four tables.

Market Indicators for Latin American Republics. OBR 65-41. 28pp. Thirty tables present selected basic data useful in the analysis of the Latin American countries as markets for U.S. exports.

***International Reference Handbook of Services, Organizations, Diplomatic Representation, Marketing and Advertising Channels (4th Ed.).* By Juvenal Angel. World Trade Academy Press, New York. 589pp. $25.**

The handbook contains selected basic information on 120 foreign countries and the U.S., covering geography, population, production, natural resources, trade, advertising media and market research organizations, information on legal restrictions on business, investment and travel, and a list of U.S. firms operating in each country.

The book was designed to aid anyone engaged in international operations, particularly businessmen.

Write: Regents Publishing Co., Inc., 200 Park Ave. South, New York, N.Y. 10003.

***Needed: New Management Tools Especially For Managing a Worldwide Business.* W. Jack Butler, et al. (Article) Harvard Business Review, Boston. Vol. 43, No. 3, pp. 93-102. Reprints, $1.**

Lists and discusses seven problem areas confronting managements of international companies, regardless of industry or nationality, and steps being taken to strengthen the international management process.

Write: Graduate School of Business Administration, Harvard Univ., Boston, Mass. 02163.

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Calendar *for international traders*

August

3—World Trade Center in New England, Inc., luncheon meeting, 12 noon, Sheraton Plaza Hotel, **Boston.** Speaker: Edwin O. Reischauer, U.S. Ambassador to Japan.

3—Export Expansion Workshop, **Abilene, Texas.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce.

3—Export Expansion Workshop, **Sweetwater, Texas.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce.

4—In-Office Consultations with Walton H. Stewart, member, Trade Mission to Iraq, Kuwait, Lebanon, Field Office, **Dallas.**

4—Export Expansion Workshop, **San Angelo, Texas.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce.

4—Export Expansion Workshop, **Brownwood, Texas.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce.

5—In-Office "Show-You" Workshop on Export Expansion, Chamber of Commerce, **Cape Girardeau, Mo.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce; REEC.

6—In-Office Conference on Export Expansion, Field Office, **Honolulu.**

6—In-Office "Show You" Workshop on Export Expansion, Chamber of Commerce, **Sikeston, Mo.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce; REEC.

10—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

12—Export Workshop and lunch, Holiday Inn, **Ottumwa, Iowa.** Speaker: E. W. Klapmeier, member, U.S. Trade Mission to Middle East. Sponsors Field Office, Department of Commerce; Chamber of Commerce; REEC.

12-13—Businessmen's consultations with Edmund F. Becker, Commercial Officer, U.S. Consulate General, Frankfurt, Field Office, **Minneapolis.**

16—Bucks County Forum of International Commerce, 5:30 p.m., Conti Inn, Cross Keys, **Doylestown, Pa.**

17—In-Office Export Workshop, Field Office, **Chicago.**

17—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:

Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

18—In-Office Consultations with John G. Panos, Commercial Officer, U.S. Embassy, Tehran, Field Office, **New York.**

19—In-Office Export Conference, Chamber of Commerce, **St. Cloud, Minn.** Sponsors: Field Office, Department of Commerce; REEC; Chamber of Commerce.

19—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

19—Foreign Traders Assn. of Philadelphia, Inc., 6 p.m., Sheraton Hotel, **Philadelphia.**

19-20—Private consultations with Edmund F. Becker, Commercial Attache, U.S. Consulate, Frankfurt, Field Office, **Chicago.**

20—Export Workshop, Field Office, **Cincinnati.** Sponsors: Field Office, Department of Commerce; REEC.

21—National Assn. of Home Builders Annual Convention, Denver Hilton Hotel, **Denver.** Speaker: Richard Garnitz, Bureau of International Commerce.

24—Export Expansion Workshop, **West Point, Miss.** Sponsors: North Mississippi Industrial Development Assn.; Field Office, Department of Commerce.

24—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

24-27—5th Annual Maine Products Show, Bangor City Auditorium, **Bangor, Me.** Sponsor: Maine Dept. of Economic Development.

26—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

27—Export Workshop, Field Office, **Des Moines.** Sponsors: Field Office, Greater Des Moines Chamber of Commerce, Iowa REEC.

September

2—Machinery-Metals Export Club, monthly meeting, Overseas Press Club, **New York.**

2-3—Businessmen's consultations with Edmund F. Becker, Commercial Officer, U.S. Consulate General, Frankfurt, Field Office, **Boston.**

8—Export Workshop, **Spencer, Iowa.** Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

9—In-Office Meeting, Field Office, **Chicago.**

9-10—Businessmen's consultations with Edmund F. Becker, Commercial Officer, U.S. Consulate General, Frankfurt, Field Office, **New York.**

12-14—Pacific Northwest Traders Assn., **Anchorage, Alaska.**

13—World Trade Assn. of Montgomery County, monthly meeting, Crossroads Motel, **Norristown, Pa.**

13-14—13th Joint Engineering Societies Management Conference, New York Hilton, **New York.** Speaker: Forrest D. Hockersmith, BDSA.

13-14—Consultation with Edmund F. Becker, Commercial Officer, U.S. Consulate General, Frankfurt, Germany, Field Office, **Philadelphia.**

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